APRIL 12, 1958

foreign trade

ADA

CANADIAN FISHERIES: THE 1957 STORY (page two)

Established in 1904

foreign trade

OTTAWA, APRIL 12, 1958 Vol. 109, No. 8

cover Fishing off the Grand Banks in winter calls for skill and fortitude, as this picture of an "iced-up" trawler proves. Last year severe ice conditions off the East Coast and in the Gulf kept the catch down; the over-all value fell by about 9 per cent. For a review of Canada's fisheries in 1957 and the markets to which the catch went, see page two. —NFB Photo

2 **Canadian Fisheries in 1957** . . . *though the '57 sea-fish catch fell 12 per cent, exports, at over $132 million, held up well.*

6 **New Zealand's Flying Farmers** . . . *aircraft are helping to make rugged areas productive as 131 firms engage in this new form of farming.*

13 **Netherlands Antilles** . . . *free zones offer trading base for manufacturing and re-exporting goods to nearby markets. Can Canadian exporters make use of their facilities?*

18 **West Germany Expands Chemical Industry** . . . *burgeoning chemical industry demands more raw materials; Canada supplies some and buys German chemicals in return.*

23 **A Look at Belgian Business** . . . *industrial growth not as rapid in '57, exports stable, imports up, trade deficit larger.*

25 **Footwear for American Families** . . . *how can Canadian shoe manufacturers compete in U.S. market? Study of consumer tastes, competition, suitable selling media may supply answers.*

8 **Spain's Progress Quickens**

15 **France Buys Canadian Asbestos**

16 **Italy's Land Reform Program**

17 **Malayan Flour Market Stiffens**

36 **Businessman's Bookshelf**
10 **Commodity Notes**
34 **Foreign Exchange Rates**
29 **Foreign Trade Service Abroad**
21 **General Notes**
20 **Tours of Territory**
20 **Trade Commissioners on Tour**
27 **Trade and Tariff Regulations**

Published fortnightly by the Department of Trade and Commerce.
The Hon. GORDON CHURCHILL, Minister, MITCHELL W. SHARP, Deputy Minister.

Please forward all orders to: The Queen's Printer, Government Printing Bureau, Ottawa. Price: $2.00 a year in Canada; $5.00 abroad. Single copies: 20 cents each.

Material appearing in this magazine may be freely reprinted, preferably giving credit to "Foreign Trade".

53893-4—1

landings	$ 79.1 million
exports	$132.5 million
imports	$ 16.5 million

Canadian Fisheries in 1957

T. R. KINSELLA, *Chief, Fisheries Division, Agriculture and Fisheries Branch.*

THE over-all yield of the Canadian fisheries during 1957 did not keep pace with 1956, with its all-time record for both catch and value. Preliminary returns on sea-fish landings indicate that the 1957 catch fell by 12 per cent to 1,816,315,000 pounds, compared with 2,054,345,000 pounds in the previous year. The landed value also declined from $91,340,000 to $79,127,000, or some 13 per cent.

Severe ice conditions off the East Coast and in the Gulf of St. Lawrence hampered operations for groundfish (cod and related species and ocean perch) during the first part of the year and the lobster fishery also suffered a setback because of inclement weather. As a result, and although there was a heavy herring run, the over-all value of the Atlantic Coast fisheries dropped to $50,340,000 from $55,274,000—or 9 per cent.

The Pacific salmon catch reached 128,803,000 pounds compared with 113,563,000 pounds in the previous year, but the increase resulted from greater landings of pink salmon, one of the lower-priced varieties. Consequently, the returns were down. The other major West Coast fisheries—halibut and herring—also had lower earnings. Total value of Pacific Coast landings of fish and shellfish during the year reached only $28,787,000, 20 per cent less than in 1956 ($36,066,000).

Despite lower landings, exports of fisheries products during 1957 reached a value of $132.5 million, nearly equal to the all-time record of $133.7 million in 1956. Shipments went to 79 countries. Exports of fresh and frozen fish generally were a little higher and one encouraging feature was the increased United States demand for frozen blocked fish to be made into fish sticks. However, exports of canned sockeye and pink salmon and of herring meal and oil decreased. Lobster in its various forms is an important part of our foreign trade in fisheries products and export sales remained about the same as in the previous year.

Imports of fisheries products into Canada during 1957 totalled $16.5 million as against $16.9 million in 1956. Major purchases included canned salmon from Japan, chiefly to supplement the domestic stocks of sockeye salmon which have been depleted in the past few years because of disappointing runs in our West Coast salmon fishery. Canned shellfish from the United States and canned sardines from Norway came into Canada in considerable quantities, but sales of South African rock lobster (ocean crawfish) fell off.

The following sections give details on sales of the various categories of fisheries products.

Fresh and Frozen Fish—The main development in the frozen fish industry was the larger output of frozen blocked fish, especially cod. United States manufacturers import these blocks for processing into cooked and uncooked fish sticks. The United States industry has now set up voluntary standards for frozen blocks and fish sticks, to help maintain top quality in the popular fish-stick packages. Leading chain stores and supermarkets during the past few years have shown a tendency to enlarge their displays of frozen fisheries products. This has been motivated by the keener demand for the attractive frozen-fish packages in Canada and in the United States. (Recent innovations in this line introduced in the Canadian domestic market include haddock with cheese sauce, haddock with tomato sauce, and sole with lemon butter. Each product is packed ready for heating in an aluminum tray with wax sleeve and foil wrap.)

Shipments of fresh and frozen groundfish (cod and related species) and ocean perch fillets and blocks from all sources to the United States during 1957 reached

41.3 million pounds—2.6 million more than in 1956, ccording to preliminary data. Canada supplied 108.3 illion pounds or 77 per cent, Iceland 22.4 million ounds or 16 per cent, and Norway, Denmark, Western ermany, and several other fish-producing nations ontributed smaller quantities.

celand is our main competitor in this field. However, ith the settlement of the Icelandic-United Kingdom sheries dispute in the late fall of 1956 and with nportant shipments of frozen fillets from Iceland to ussia (32,000 metric tons), Czechoslovakia (6,000 etric tons) and East Germany during 1957, the nited States market for fresh and frozen fish from anada has strengthened.

alted Fish—Production of salted groundfish in most f the important producing nations was lower in 1957. gain, there was no excessive carryover of stocks either n the supplying countries or in world markets at the nd of the previous season. As a result, a fairly firm emand faced Canadian exporters at the outset of the urrent marketing season.

otal exports of salted groundfish (cod and related pecies) during 1957 rose to 115.8 million pounds ompared with 107.9 million pounds in the previous ear. Principal markets for hard dried salt cod were uerto Rico, Jamaica, Cuba, Italy, Spain, Trinidad nd Brazil.

he main deterrent to the trade in hard dried salted od has been the continuance of local controls in ne various markets. Puerto Rico and Jamaica, the ading consumers of the Canadian product, still maintain retail ceiling prices. In Brazil, the present currency auction system tends to favour imports from soft-currency sources. Under Canada's Trade Agreements, arrangements were again concluded with the Governments of Spain and Portugal in 1957 for the provision of dollars and import licences for the purchase of Canadian salt cod. Shipments went to Spain but little business was done with Portugal because of depressed prices in the Portuguese market. On the other hand, larger catches in recent years by the Portuguese, Spanish and French fishing fleets have reduced the demand in European markets for supplies from Canada. However, our Trade Commissioners point out that these markets still prefer good-quality salt cod from Canada in the sizes and cures traditionally sold there.

The Dominican Republic was the principal market for salted pollock and British Guiana and Puerto Rico also purchased fairly substantial quantities. Jamaica was the leading buyer of pickled mackerel and herring and the Dominican Republic and Haiti the chief purchasers of smoked herring bloaters. The smaller output of pickled and salted alewives was sold largely in Haiti and Jamaica.

Canned Fish—The Pacific Coast salmon pack improved for all varieties except coho and sockeye; the latter fell to the lowest point since 1943. However, it was the cycle year for pink salmon which reached 751 thousand cases—though this was smaller than the 1955 pack of 831 thousand. The over-all West Coast salmon output totalled 1.44 million cases compared with 1.11 million in 1956. All the signs point to a

Careful watch is kept on the quality of Canadian canned salmon and tests are carried out regularly. The 1957 pack reached 1.44 million cases, with pink salmon far in the lead. Sockeye dropped behind, but the record run expected this year should see its position improve. Canned salmon exports brought in $11.3 million in 1957.

53893-4—2

Canadian Exports of Fisheries Products by Countries, 1953-57

	1953		1954		1955		1956		1957	
	$'000	%	$'000	%	$'000	%	$'000	%	$'000	%
All Areas	114,389	100.0	132,651	100.0	128,843	100.0	133,706	100.0	132,455	100.0
United States	83,339	72.9	90,072	67.9	91,975	71.4	96,758	72.4	97,006	73.2
Total British Caribbean	5,841	5.1	6,652	5.0	6,822	5.3	7,389	5.5	7,928	6.0
Jamaica	3,309	2.9	3,708	2.8	3,736	2.9	4,021	3.0	4,456	3.4
Barbados	428	0.4	506	0.4	426	0.3	529	0.4	535	0.4
Leeward and Windward Islands	681	0.6	716	0.5	800	0.6	968	0.7	981	0.7
Trinidad and Tobago	1,001	0.9	1,162	0.9	1,271	1.0	1,153	0.9	1,157	0.9
Other British Caribbean	422	0.3	560	0.4	589	0.5	718	0.5	799	0.6
Total Non-British Caribbean	9,702	8.5	9,304	7.0	10,349	8.0	10,092	7.5	9,759	7.4
Puerto Rico	3,784	3.3	2,909	2.2	4,425	3.4	3,205	2.4	3,887	2.9
Cuba	2,052	1.8	2,298	1.7	2,169	1.7	2,820	2.1	2,488	1.9
Dominican Republic	1,633	1.4	1,696	1.3	1,490	1.2	1,831	1.4	1,670	1.3
Haiti	1,068	0.9	1,377	1.0	894	0.7	1,214	0.9	656	0.5
Other Caribbean	1,165	1.1	1,024	0.8	1,371	1.0	1,022	0.7	1,058	0.8
Total Europe	13,673	11.9	21,250	16.0	14,829	11.5	15,257	11.4	13,294	10.0
United Kingdom	5,248	4.6	12,005	9.1	5,783	4.5	8,799	6.6	7,731	5.8
Belgium and Luxembourg	2,643	2.3	2,559	1.9	2,069	1.6	1,284	1.0	1,003	0.8
Portugal	593	0.5	530	0.4	734	0.6	172	0.1	261	0.2
Italy	2,088	1.8	2,643	2.0	2,534	1.9	1,525	1.1	1,732	1.3
Netherlands	950	0.8	1,123	0.8	1,558	1.2	661	0.5	364	0.3
Spain	501	0.4	506	0.4	800	0.6	847	0.6	1,083	0.8
Germany	314	0.3	446	0.3	197	0.2	1,191	0.9	369	0.2
Other Europe	1,336	1.2	1,438	1.1	1,154	0.9	778	0.6	751	0.6
Total all other countries	1,834	1.6	5,372	4.1	4,868	3.8	4,210	3.2	4,468	3.4
Other Commonwealth	675	0.6	2,475	1.9	3,890	3.0	3,455	2.6	3,114	2.4
Brazil	72	0.1	1,550	1.2	35	*	.....	.....	397	0.3
Belgian Congo	71	*	12	*	77	0.1	17	*	63	*
Taiwan	472	0.4	158	0.1	80	0.1	.....	.....	164	0.1
Philippine Islands	72	0.1	188	0.1	298	0.2	338	0.3	293	0.2
All other countries	472	0.4	989	0.8	488	0.4	400	0.3	437	0.4
Total Commonwealth Countries	11,764	10.3	21,132	15.9	16,495	12.8	19,643	14.7	18,773	14.2

*Less than half of one tenth of one per cent.

bumper year for sockeye in 1958 and there should be little need to import any sizable quantity from Japan. The International Pacific Salmon Commission predicts a run of ten million or more sockeye salmon to the Adams River (Fraser River system) of British Columbia in 1958; the total 1957 sockeye run was only 4,650,000.

Exports of canned salmon decreased in value in 1957 —to $11.3 million from $15.0 million in 1956. Leading buyers were the United Kingdom, New Zealand, Belgium, the United States, Australia, Italy, South Africa, and France. The United Kingdom announced an allocation of £3.5 million C.I.F. for imports of canned salmon from North America, an increase of £200 thousand over 1956. Italy also allocated dollars for imports of canned salmon from Canada during 1957-58, as did Australia. Imports into New Zealand and the British Caribbean were under World Open General Licence in 1957. However, as of January 1, 1958, New Zealand placed imports of canned fish under individual import licences because of a critical shortage of dollars. Imports into Belgium and the Netherlands remained unrestricted.

Exports of canned sardines increased during 1957, with important quantities going to Jamaica, South Africa, Trinidad, Australia, Cuba, British Guiana, the Dominican Republic, Barbados and Panama. Shipments also went to New Zealand and Australia. Imports into New Zealand were under World Open General Licence during 1957, but shipments to Australia were subject to an import quota. In general, demand for Canadian sardines in all markets remained strong.

Shellfish—Landings of lobsters in each of the Atlantic Coast provinces were down and the over-all catch fell to 43,703,000 pounds from 51,609,000 in 1956, or 15 per cent, largely because of ice conditions, particularly in Newfoundland. The value of the catch was down by 20 per cent to $14,265,000. The pack of canned lobster was much heavier than in 1956 but the quantity marketed alive or fresh-boiled was lower.

Canadian Exports of Fisheries Products by Forms, 1953-57

(in millions of dollars)

	1953	*1954*	*1955*	*1956*	*1957*
All Fish Products	114.39	132.65	128.84	133.71	132.46
Fresh and Frozen	66.63	71.95	73.52	77.97	81.46
Whole or Dressed	29.83	29.98	26.21	28.50	29.80
Filleted	21.39	26.67	29.05	31.10	33.39
Shellfish (in shell and meat)	15.41	15.30	18.26	18.37	18.27
Cured	22.27	23.34	23.94	22.84	24.51
Smoked	1.32	1.63	1.41	1.76	1.60
Bloaters and Kippers	0.88	1.20	0.95	1.23	1.00
All other	0.44	0.43	0.46	0.53	0.60
Salted and Dried	17.43	18.29	19.11	17.71	19.42
Cod	15.32	16.33	17.23	15.59	16.84
All other	2.11	1.96	1.88	2.12	2.58
Pickled	3.52	3.42	3.42	3.37	3.49
Herring	1.73	1.56	1.69	1.65	1.88
All other	1.79	1.86	1.73	1.72	1.61
Canned Fish and Shellfish	18.38	27.84	20.20	19.63	16.02
Salmon	14.65	23.97	16.24	14.98	11.27
Sardines	1.40	1.59	1.67	2.12	2.28
Lobster	1.97	1.92	1.84	2.07	2.06
All other	0.36	0.36	0.45	0.46	0.41
Miscellaneous	7.11	9.52	11.18	13.27	10.47
Meal	2.12	4.56	5.67	7.59	6.18
Oil	2.16	1.65	2.21	2.24	0.93
All other	2.83	3.31	3.30	3.44	3.36

The import of canned lobster and lobster paste into Great Britain was again provided for under the United Kingdom Token Import Scheme. In addition to the important United States market, some shipments also went to Sweden, West Germany, Belgium, the Netherlands, and Switzerland. An interesting and promising development is the shipping by air of live lobsters to Belgium and other European countries. Instead of the usual seaweed and ice—which weighs more than the lobsters themselves—the shellfish are packed in light, dry wood shavings. Experiments conducted by the shippers and the Fisheries Research Board at the Fisheries Biological Station, St. Andrews, New Brunswick, showed that live lobsters bedded down in wood shavings and under a temperature of 40 degrees Fahrenheit will keep well for six days or more.

Exports of fresh or frozen scallops increased but those of clams and oysters declined. The over-all value of exports of molluscs and crustaceans during 1957 reached $20.4 million compared with $20.6 million in 1956.

Fish Byproducts—Landings of British Columbia herring decreased by 40 per cent compared with the enormous output last year, partly because of a wage dispute between the fishermen and the operators or producers. Consequently, exports of Pacific Coast fishmeal and oil also declined. The main outlets for Pacific herring meal in 1957 were the United States, Philippines, Venezuela, the United Kingdom and Hawaii; shipments of Atlantic fishmeals went chiefly to the United Kingdom and the United States.

Pacific Coast herring oil and Atlantic Coast cod liver oil were marketed mainly in the United States, although important quantities of both fishmeals and fish oils were used in Canada. Some sales of halibut liver oil for pharmaceutical use were made to the United States, the United Kingdom, and West Germany; whale oil found buyers in both the United States and Sweden. Fish livers viscera for oil, fish scales, fish skins, fish solubles and seaweeds were in demand in the United States.

Fisheries Exhibits

Over 40 leading Canadian fish packers and producers contributed to an outstanding fisheries products display in the Canadian Showroom, Rockefeller Centre, New York City, during September and October 1957. A large number of important United States fish buyers visited the display and many representatives of foreign governments and purchasing missions in the New York area also examined it. All forms of Canadian fisheries products were exhibited, including fresh, frozen, smoked, dried, salted, pickled and canned fish.

It is expected that fisheries displays will form part of departmental exhibits currently being planned for important markets in Europe and in other countries during 1958.

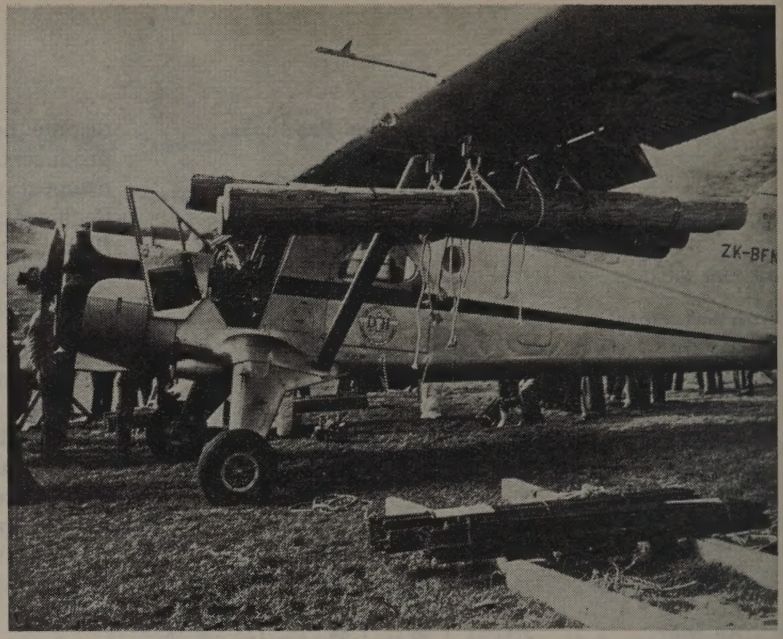
Trade Meeting

The annual meeting of the Fisheries Council of Canada will be held this year from April 14-16 in Halifax. This will be the first time that the Council has convened in the Atlantic Coast provinces since its inception, and a large attendance of delegates from all parts of Canada is expected. Officials of the Department of Trade and Commerce will be present at the sessions dealing with foreign trade in fisheries products.

During 1957, the International Bank for Reconstruction and Development (World Bank) made 19 loans, to a total of $372.2 million. These loans went to eleven countries, including the Belgian Congo, India, Pakistan, South Africa, Philippines, Austria and Ecuador. The total number of loans which the Bank has made has now reached 189, going to 46 different countries, and amounting to $3,480.1 million.

53893-4—2½

Fertilizers, seed, rabbit poison, fence posts—these are the cargoes that aircraft drop over New Zealand's difficult hill country. What are the results of these airborne operations?



A Canadian-made Beaver is loaded up with half a ton of fence components.

New Zealand's Flying Farmers

JOHN MacNAUGHT,
Assistant Commercial Secretary, Wellington.

A new industry, aerial farming, has grown up in New Zealand since the end of the war. Last year 131 firms were engaged in this unusual form of agriculture—topdressing the soil, seeding pastures, spraying, exterminating rabbits, and even dropping fencing material.

New Zealand has turned to aircraft to help with a particular problem: making good use of the hill country, with its relatively fertile soil, heavy and uniform rainfall, and temperate climate. These difficult areas make up about 70 per cent of the land there and putting them into production contributes greatly to the expanding New Zealand economy. In fact, just as the tractor revolutionized arable farming in the 1930's, aircraft are revolutionizing hill-country farming today.

How Operations Began

The first experiments with agricultural aviation were made in 1939, when pastures were seeded by aircraft. Seven years later, trial applications of copper sulphate solution were carried out and in 1947 the trace element cobalt was successfully applied even on steep hill country. Commercial operations began towards the end of 1949. Today 65 operators, flying more than 260 aircraft, are engaged in aerial topdressing alone. In addition, 17 undertake spraying operations, 32 pasture seeding, 9 the dropping of supplies (mainly fencing), and 8 the extermination of rabbits.

Last year this industry distributed nearly 450 thousand tons of fertilizer, 408 tons of seed, over 4,000 tons of rabbit poison, 561 thousand gallons of spray material, and 719 tons of fencing and other materials.

Topdressing Is Necessity

The problem of maintaining a permanent farming economy in these difficult hilly areas resolves itself into three fundamental operations—the eradication of noxious growth, the fertilization of poor land, and the sowing of pasture seeds over rugged and inaccessible country. But the application of fertilizer was the real starter. With this in mind, the Soil Conservation and Rivers Control Council, a government body, took the initiative in investigating the possibilities of topdressing from the air.

The early development of aerial topdressing came at an opportune time. First, there was a surplus of light aircraft from the armed forces; second, a generation of war-trained pilots was available; and third, high wool prices encouraged farmers to use the new tool and gave an impetus to the development of second-rate land.

For the first years of commercial operation the plane chiefly used was the serviceable D.H. 82 *Tiger Moth* and despite some deficiencies, it continues to be acceptable and makes up more than half of the present agricultural fleet. Other aircraft in use include the *Cessna, Fletcher,* F.V. 24, *Auster Agricola* and five Canadian-made *Beavers.* This Canadian aircraft is doing an excellent job; as a topdresser it carries an average payload of a ton of fertilizer.

The cost of topdressing to the farmer varies but a light aircraft such as the *Beaver,* operating from a strip two miles from the area to be sown, can make about twelve trips an hour. From this distance, the cost to the farmer is about £3.15.0d. per ton spread. The spreading of fertilizer and trace elements is the major activity in aerial farming and accounts for the bulk of materials handled. Last year nearly four million acres were treated with roughly 450 thousand tons of materials.

Although most topdressing continues to be done by light and medium aircraft, some experiments in using large aircraft such as the D.C.3 and helicopters are being carried out.

Fertility Increased

Widespread use of this system of topdressing has increased fertility and cut down soil erosion remarkably. Native tussock country once carrying less than one sheep per acre already supports two or three per acre. In some cases, two or three sowings of 1½-2 cwt. of superphosphate and of 3 ounces of molybdenum per acre have converted very poor sections into excellent grazing blocks.

Seed sowing on pastures is another essential activity, aimed at replacing native tussock and gorse. In pastures mainly topdressed with phosphates, over-sowing with clovers is essential where clovers are not already present and frequently lime or molybdenum must also be used to ensure healthy growth. Last year about 68,000 acres were sown with nearly 914 thousand pounds of seed.

Fencing Inaccessible Areas

If pastures that have been topdressed and seeded are to be used to the full, they must be fenced to control the movement of livestock. But because these areas are inaccessible to ordinary transport and because labour is tight, fencing operations have not kept pace with the rapid advance in pasture improvement. This situation led to tests using aircraft to drop fencing materials, and fencing by plane is now an established practice. It involves the bundling and free dropping without damage of posts, battens and wire along proposed fence lines, at less than half the cost of conventional means. To meet the special needs of hill-country fencing, commercial interests have developed a new light galvanized-steel universal post unit which can be used in multiples to make angle posts, stays, stramers and gates.

The reader will get some idea of the size of the program required to meet fencing needs from the fact that on average hill country an investment of more than £10.0.0d. (roughly $27.00) per acre is needed for adequate control of stock. Estimates place the area of native and sown hill-country grassland likely to need this new fencing at 15 million acres.

Rabbit Extermination Proves Successful

Another important phase of aerial operation is the dropping of rabbit poison. Using aircraft, the Rabbit Destruction Council has tackled the extermination of rabbits (which had for years defied all attempts) with great success. Conservation farming depends in no small measure on elimination of the rabbit plague and, to a remarkable extent, these animals have been literally bombed out of existence with airplanes and arsenic. To date over 15,000 tons of poisoned bait have been dropped at a cost running well over £1 million a year. But the improvement in erosion-resistant cover and the increase in wool production convinces New Zealand farmers that it is a wise and profitable investment.

Some Problems Arising

The use of aircraft in New Zealand agriculture is now considered normal, not novel. But the very progress made has brought problems with it. The increase in the number of aircraft over the past few years and the introduction of modern and larger units has boosted total carrying capacity considerably. In 1956, it is reported, the annual flying time per aircraft was only 263 hours, a figure considered dangerously low. In fact, a committee recently formed to examine aviation problems reports that a number of operators may face hardship and perhaps bankruptcy in the near future.

The industry's own organization, the Aviation Industry Association of New Zealand, an efficient and active body, keeps an eye on the standards of service. It has also tried to maintain order within the industry and it is investigating the possibility of pegging fleet capacity until expansion of operations raises the flying-time figure to an economic level. It is also attempting to fix a ton-mile rate with a surcharge for altitude, in order to eliminate price cutting.

Certainly aerial farming in this difficult terrain has proved its value. Allied with prudent farming methods and conservation practices, it is making the hill country productive and thus contributing to agricultural advance. ●

Spain's Progress Quickens

Year just ended saw inflation kept in check, but trade deficit rose sharply with large imports of equipment and raw materials. Industry made a substantial advance, highlighted by inauguration of new steel mill at Aviles last September.

M. T. STEWART, *Commercial Counsellor, Madrid.*

AT the beginning of 1957, there were in Spain strong undercurrents of inflation, following the large increases in wages granted in November 1956. But the inflationary pressures did not get out of hand in 1957, for several reasons. One was that the emphasis in government planning and control shifted to curtailment rather than expansion of investment in industrial projects. (Some observers felt that industrial expansion had been excessive.) Another reason was the importance given to a general increase in agricultural production. In fact, 1957 turned out to be a good year for most crops, with a record wheat harvest and a larger-than-average orange crop. (The latter indicated an almost complete recovery from the disastrous frosts of February 1956.) Other production, with the exception of olives and cotton, increased satisfactorily over 1956.

Another important factor in the campaign against inflation was the practically new Cabinet which was installed at the end of February 1957 to deal more effectively with it and with related problems. Some very able men were chosen for the key posts, but the results of their policies have so far been mixed. Inflationary pressures persisted throughout the year but they did not get out of control. Competent observers put the average 1957 rate of inflation at about 2 per cent a month.

Peseta Rate Weakened

The free market rate for the peseta weakened from about 48 to the U.S. dollar at the beginning of 1957 to about 60 at the close. The authorities have been concerned about this. The official rate of the peseta was raised to 42 to the U.S. dollar on April 12, 1957, as against the former rate of 38.95, but this slight devaluation apparently had no effect on the free market. The Bank of Spain's hard currency reserves are still very low.

As an anti-inflationary measure, the Bank of Spain increased the bank discount rate from 4½ to 5 per cent on July 22 and froze the limits on rediscounts available to other banks. This resulted in a negative attitude towards new loans that developed into a credit squeeze and undoubtedly was an important deterrent to inflationary tendencies developing at the time.

Financing State Organizations

Deficit financing contributed to an increase of 20 per cent in the currency in circulation in the past year. To meet the situation the Government is attempting to give up the further financing of projects under the Instituto Nacional de Industria (I.N.I.). It made an announcement to this effect late in 1957, stating that some of these were now sufficiently self-supporting to arrange for their own further capital requirements in the private financial market.

Financing of state organizations that operate independently within the framework of the national economic policy—such as the national railways and the national housing institute—totals 12,000 million pesetas a year, which is raised by public loans. The plan is now to fix a limit of 12,000 million pesetas for the annual financing of the state organizations.

Industrial Progress Impressive

The brightest part of the Spanish picture last year was industry, which made substantial progress. Net industrial income was estimated at 130,000 million pesetas, an increase of 30 per cent over 1956. Production of coal (at 16.4 million metric tons) and of electrical energy (15,000 million kilowatt hours) reached new records. Important additional installations of both hydro-electric and thermo-electric plants are expected to be completed in 1958. Oil-refining capacity also increased and oil production went up 45 per cent over 1956.

These basic increases in power and fuel output provided the foundation for production rises in practically

ıll classes of heavy industry—for example, aluminum ıp 18 per cent, passenger automobiles 37 per cent, ractors 86 per cent, trucks and light trucks 37 per cent, paper pulp 14 per cent, cement 12 per cent. Shipbuilding, an old industry in Spain, also showed new life; 54 ships were launched for a total of 116,272 metric tons. A vast shipbuilding program extending over several years is under way.

Steel Mill Nearing Completion

Worth special mention is the huge steel works at Aviles, currently in partial production and progressing towards completion in the next two years or so. This is the outstanding government industrial project in Spain and the first blast furnace was blown in and the plant inaugurated by the Caudillo on September 24, 1957. Her small steel production has handicapped Spain industrially and the Aviles installation will provide a substantial percentage of the country's growing steel requirements. When the plant is completed there will be four blast furnaces in operation, in addition to coke ovens, electric furnaces, rolling mills and other installations, making a completely integrated basic steel industry—from iron ore to rolled products. Britain supplied about 75 per cent of the equipment against strong competition from European firms. The capital invested in the project by I.N.I., the state entity, is believed to total about 13 billion pesetas (42 equals US$1). The first blast furnace now in operation can produce upwards of 15,000 tons of pig iron a day, or half a million tons a year, and production is said to be approaching that figure. Spanish steel production formerly totalled about 1.3 million tons a year and the new mill's output will reach 1.4 million tons of steel ingots and 1.15 million tons of pig iron when the plant is completed.

Spanish workers turn out to harvest the orange crop in the Gandia district. Recovery of the trees damaged by frost in 1956 is almost complete; last year's crop was above average.

Aviles, formerly a somewhat depressed, old-fashioned seaport, is becoming a modern company town, with new housing, schools, medical clinics and sports centres provided for a minimum of 6,000 workers when the whole program is eventually completed. Other industries should be attracted to the Aviles neighbourhood which has ample power and good shipping facilities. It may well become a great industrial centre.

Trade Deficit Larger

In spite of the rigid import controls, the deficit on Spain's balance of trade increased sharply during 1957. The volume of imports rose from 8,364 thousand metric tons in 1956 to an estimated 11,481 thousand metric tons in 1957, or by 3,117 thousand metric tons. The volume of exports, however, increased by only 333 thousand metric tons. Estimates indicate an increase in Spain's adverse balance to 1,351 thousand gold pesetas (one gold peseta equals 7.154 paper pesetas and 42 pesetas equal one U.S. dollar.) Under present circumstances, Spain will probably continue to have a trade deficit, partly because industrialization projects have created a demand for equipment and industrial materials that must be imported.

The substantial United States Government aid program has given Spain a great deal of help in meeting its import bill. Up to the end of the fiscal year 1957, this aid totalled US$790.8 million. Of this, $262 million was allocated under Public Law 480 covering the disposal of U.S. surplus agricultural products. On January 29, a further agreement for 1958 was concluded under this law covering $69.1 million.

Other Important Developments

The Spanish Government has expressed its desire to become closely associated with the OEEC and throughout 1957 it worked to qualify for associate membership. (Full membership would call for a degree of liberalization of its foreign trade policy that would be hard to achieve under present conditions.) In January 1958, a document was signed admitting Spain as an OEEC associate member.

Spain has also been studying closely the development of the Common Market. The six member countries provide a vital market for Spanish agricultural surpluses and any increases in the effective tariff levels or the adoption of common discriminatory measures could have serious repercussions on the Spanish agricultural community and on the country's balance of payments. The proposed Free Trade Area probably holds more attraction for Spain than does the Common Market. In fact, she herself has indicated interest in developing closer regional ties with Portugal. •

Commodity Notes

Aircraft

AUSTRALIA—Qantas Empire Airways has announced the purchase of four *Otter* aircraft from the de Havilland Aircraft of Canada, Limited. The planes, which are to be delivered in May and June, will be used for general purposes in New Guinea—Sydney.

NETHERLANDS—A Dutch helicopter, the *Kolibri,* which can use paraffin, kerosene or gasoline as fuel in its two 60 horsepower ramjet engines, was granted a certificate of airworthiness on March 3 by the Dutch Civil Aviation Authority. Cruising speed of this two-passenger, lightweight (528 pounds) aircraft is about 60 miles per hour. The price is reported to be under $25,000 and operating costs are claimed to be about one-half those for a piston-engined helicopter. Delivery of the first ten production models will be made to a number of Dutch firms this summer—The Hague.

Chemicals

INDIA—The production of basic chemicals such as soda ash, caustic soda and chlorine increased by more than 10 per cent during 1957 compared with the previous year. The output of soda ash, which totalled 91,925 tons, was nearly 7,700 tons more than in 1956. One more soda-ash factory is expected to go into production in 1958 and another one is to begin regular production in 1959; the expansion of one of the existing plants will be completed this year.

Caustic soda production in 1957 increased by over 3,000 tons to 42,457. One new unit began producing during the year and the expansion of four existing factories was completed. Liquid chlorine output increased from 15,076 tons in 1956 to 15,693 in 1957 and that of bleaching powder rose from 4,657 tons in 1956 to 5,343 in 1957—Bombay.

Coffee

COSTA RICA—A new soluble coffee plant which is to begin operations towards the end of this year will first supply local demand and will have a minimum capacity of 1,000 kilograms a day. Because the company has received many requests from foreign firms interested in distributing instant coffee, the plan is to triple capacity in the near future. Later another plant may be put up to supply export demand.

This project is being carried out by a private firm that will operate under the name of Café Presto de Costa Rica, S.A. Shares and bonds valued at US$80,000 are available for foreign investors and anyone interested should cable the company. The cable address is Presto, S.A., San Jose—Guatemala City.

Cortisone

AUSTRALIA—A French firm, the world-wide Roussel group of pharmaceutical companies, has announced its intention of establishing a factory in Australia to produce cortisone. It will be the first of its kind in the country, is expected to open in 1959, and will employ about 1,000 persons—Sydney.

Electronic Products

UNITED STATES—In 1948, there were less than 60 electronic manufacturers in Los Angeles County which accounted for about 6 per cent of total United States electronics production. By the end of 1957, this had jumped to 470 firms accounting for 16 per cent of national output. The industry now employs 80,000 people, seven times more than ten years ago —Los Angeles.

Gold

SOUTH AFRICA—During the first eleven months of 1957 gold production amounted to 15.6 million ounces, or only 260 thousand ounces less than for the twelve months of 1956. The value of the gold winnings, £17.7 million in November, brought the total for the first eleven months to £195.5 million, or only £2.8 million below the returns for the full year 1956—Johannesburg.

BRAZIL—Finance Minister Alkimin has appointed a special committee from the Ministry of Finance to

nvestigate the cost of gold mining in Brazil. The eport of the committee will be used as a guide in onsidering changes in the Government's policy on he production of gold—Rio de Janeiro.

Gypsum

UNITED STATES—The Bestwall Gypsum Company has announced plans to build a large plant at Savannah, Georgia. This operation is the first phase of an expansion program that will include the opening of other plants on the East Coast and gypsum ore deposits in Canada. The Savannah plant will have an annual production capacity of more than 250 million square feet of gypsum board and lath, requiring about 300 thousand tons of gypsum ore a year; it will also make plaster. It should be ready for operation by late 1959—New Orleans.

Household Appliances

RHODESIA AND NYASALAND—A leading South African maker of household appliances intends to establish a $250 million plant in Bulawayo to make refrigerators, stoves and kitchen units. This is another advance for the Federation's secondary industries. Until now, all household electrical appliances have had to be imported. The plant will operate on a ten-acre site, employing about 180 workers—Salisbury.

Industrial Chemicals

WEST GERMANY—Reliable newspapers report that exports of West German industrial chemicals increased in 1957 by about 17.5 per cent over 1956, and were valued at DM1.08 billion. Of the over-all chemical exports, industrial chemicals accounted for barely 24 per cent, as in 1956. Principal importers were the European countries, among which the best customer was Switzerland. About 40 per cent of the exports went to OEEC countries. According to information received from the Association for the Chemical Industry, 10 per cent of industrial chemical exports went to Asia, principally to India. Brazil purchased a significant amount, but business with Argentina was disappointing—Hamburg.

Iron Ore

SWEDEN—Mainly because of technical problems connected with the change to underground mining in the Lapland mines, iron ore production in 1957 showed a much smaller increase than in previous years and exports were only slightly higher than in 1956. Because of these technical difficulties, production and exports are not expected to show any large increase in 1958. The output of ore in 1957 is estimated at 20 million tons against 19.1 million in 1956. Exports increased from 17.3 million tons in 1956 to 17.7 million in 1957, and domestic consumption from 2.4 to 2.6 million tons. After a decrease in stocks of over one million tons from 1954-1956, they declined by a further 0.3 million in 1957.

The tendency toward larger exports to West Germany and smaller shipments to the United States that has been noticeable during the last few years also prevailed in 1957. Of total Swedish iron ore exports last year, about 45 per cent by volume was shipped to Germany, 25 per cent to the United Kingdom, 17 per cent to Belgium and 4 per cent to the United States—Stockholm.

Leather

GREECE—Production in the tanning industry during the past few years has reached over 8 million square feet of upper leather and almost 21 million pounds of sole leather. Canada had a good share of the Greek upper leather market after the war, until the high protective tariff was introduced in April 1955. Today, only 10 per cent (approximately one million square feet) of Greece's upper leather requirements are imported. The principal supplying countries in order of importance are the U.S., Germany, Sweden, and Holland.

The skins of most interest to the Greek tanneries are light and medium calfskins and kips. The lightweight calfskins (up to 9½ lb.) are used primarily for ladies' shoes. C.I.F. Piraeus quotations for box calf heavyweight (size 12-15 sq. ft.) have ranged from 55 cents to 90 cents per square foot for the luxury quality. Box calf lightweight (size 6-9 sq. ft.) has been offered at 50 cents to 80 cents per square foot, depending on quality.

The outlook for Canadian tanneries in this market is not too encouraging. With local production catching up with demand and a high Greek tariff prevailing, our suppliers must limit their offers to the cheaper grades of calfskins and kipskins or to finished skins of a type not processed in Greece—Athens.

Onions

CHILE—The Chilean authorities have agreed to grant export licences for onions up to a maximum of 25,000 tons during 1958. This compares with an export quota of 15,000 tons in 1957—Santiago.

Penicillin

INDIA—The output of penicillin at the state-owned factory at Pimpri, near Poona, rose to nearly 23.6 million mega units during 1957 from 14.1 million in 1956. Production of the finished product for clinical

53893-4—3

use totalled nearly 17.9 million mega units compared with 5.2 million in the preceding year. Development of high-yielding strains and all-round improvement in the manufacturing technique caused the rise in output since the beginning of operations in August 1955. Capacity is to be increased 60 per cent during 1958 by the installation of additional plant and equipment to meet India's growing needs.

The Pimpri factory, the only one manufacturing penicillin in India, has been set up by the Central Government with financial and technical assistance from two United Nations bodies: the International Children's Emergency Fund and the Technical Assistance Administration. A project to make streptomycin in this plant is being considered by the Government. The planners foresee an output of 15,000 to 20,000 kilograms of streptomycin at an estimated cost of Rs. 1.12 crores—Bombay.

Pine Logs

NEW ZEALAND—A shipment of 2.1 million feet of radiata pine logs has gone from New Zealand to Japan. A trial shipment in November proved satisfactory to the Japanese buyers. The companies participating in this trade think it could develop into a continuing business calling for from 30 to 50 million feet a year—Wellington.

Plastics

CZECHOSLOVAKIA—The production of plastic substances will increase in Czechoslovakia this year by 11 per cent on the average, according to a recent report. The chemical factories will produce considerable quantities of PVC, phenoplastics, layered materials, bakelite and compressed substances. The "Spolek pro Chemickou a Hutni Vyrobu" (Chemical and Metallurgical Production Group) in Usti will extend the production of epoxide resins. The "Plastika" National Enterprise in Prague will also produce four new kinds of polyester resins, glass-textile laminates, and will also increase production of silicones, cellophane, variegated polyamide pulp, and acrylic sheeting. By the end of the Second and the beginning of the Third Five Year Plan, large new factories for the production of polyethylene, polystyrene, varnishing resins and silicones are to be built. Production of these raw materials will thereby be doubled—Vienna.

Steel

AUSTRIA—The production from steel mills showed marked increases during 1957. The output of pig iron rose by 12 per cent to 1.9 million tons, of crude steel by 20 per cent to 2.5 million tons, and of rolled steel by 16 per cent to 1.6 million tons. Exports of pig iron dropped from 335 thousand tons in 1956 to 240 thousand in 1957; exports of crude steel increased from 63,000 to 155 thousand tons, and rolled steel from 552 thousand to 730 thousand tons—Vienna.

Whisky

SPAIN—A private Spanish firm near Segovia has been authorized to produce a beverage similar to Scotch whisky. The initial capital of this company will be 25 million pesetas and production capacity will be one million litres a year. The site has been chosen because of the purity of the water in the district and the ideal climate. All materials used in the distilling of this whisky will be Spanish and it is hoped that the finished product, to be available in 1961, will compare in price with Spanish brandy—Madrid.

Wood Products

SWEDEN—Exports of sawn and planed wood-products (including beams, spars and sleepers) in 1957 are estimated at 1.09 million standards, an increase of 6 per cent over 1956 and a little higher than the postwar record in 1955. Domestic consumption also increased slightly. Despite the favourable development in demand, production increased by only about 3 per cent. Instead, stocks were reduced by well over 100 thousand standards.

Because of stricter import policies in a number of West European countries, exports in 1958 are expected to be about 100 thousand standards lower than in 1957. The largest decrease will probably be in sales to the United Kingdom. Finland, Canada and the Soviet Union are Sweden's chief competitors in the export market. The Soviet Union is offering slightly larger quantities each year; its offers on the United Kingdom market so far in 1958 have reached 150 thousand standards, of which 100 thousand have been sold. Swedish suppliers have so far sold about 200 thousand standards for delivery in 1958—Stockholm.

Wood Pulp

SWEDEN—According to the Swedish Wood Pulp Association, producers of unbleached sulphite and unbleached sulphate pulp have found it necessary to cut production because of present market conditions. It has been decided to limit production of these wood pulp products in 1958 to a level corresponding approximately to actual sales in recent years. Had this measure not been introduced, production of unbleached pulp, based on present capacity, would have been 100 thousand tons higher. Similar steps are being taken in Finland—Stockholm.

Netherlands Antilles

Picturesque harbour and business district, Willemstad, Curaçao.

Free Zones Offer Trading Base

Free zones to be set up in the Netherlands Antilles may provide a means of wider and more effective Canadian participation in growing export trade with the Caribbean area and South America.

R. D. SIRRS,
Assistant Commercial Secretary, Caracas.

TWO small Caribbean islands, overwhelmingly dependent on an oil-refining industry, are seeking to attract alternative sources of income. Their task is not easy because their natural resources are limited. However, by making the most of the advantages they have, Curaçao and Aruba are building up a more diversified and buoyant economy.

Modern hotels, fine beaches, the sale of semi-luxury goods at moderate prices and bunkering facilities that attract ships have helped to expand the tourist trade. A favourable tax climate, coupled with the Netherlands-U.S. double taxation prevention treaty, has succeeded in bringing in foreign investment.

Capitalizes on Strategic Location

But the most important and ambitious part of the Government's revenue-earning program is perhaps the "free zones" which are currently being instituted on both islands. This project benefits from the strategic location of both Curaçao and Aruba with reference to Caribbean and Latin American markets. It also makes use of other advantages—a natural deep-water harbour, a low profit tax, a readily convertible currency, an atmosphere of commercial honesty, and a high per capita purchasing power on the islands themselves.

The free zone in Curaçao is already fenced in and work is under way to erect the warehouses, stores and industrial buildings that will be rented or sold to interested foreign companies.

The primary purpose of the free zone is to interest foreign firms in setting up facilities for the manufacturing, packaging, assembling, finishing and warehousing of goods to be re-exported later to nearby markets. Because the scheme is not yet in operation it is still too early to say how the project will develop, or what type of enterprise is likely to establish itself there. Some automobile, pharmaceutical and radio manufacturers have expressed interest.

53893-4—3½

The preliminary Island Ordinance regulations, presented during the early part of 1957, are outlined briefly in this report and apply generally to both islands. However, considerable competition between Curaçao and Aruba is expected in setting rental fees for space in the zones.

Regulations Stress Re-export

The regulations for admittance and the tax structure that applies to firms coming into the zones are aimed at ensuring that "the company to be established in the free zone will contribute to the further development of the island of Curaçao (or Aruba) as an international distribution centre." Completed goods brought into the free zone solely for warehousing will be admitted only if at least 70 per cent is re-shipped abroad. Goods that are warehoused and subsequently undergo some form of packaging, assembly, finishing, etc., will be allowed, provided a minimum of 30 per cent is re-exported.

Though free from import and excise duties, the established firm is subject to tax on net profits derived from sales abroad equivalent to one-third of the Netherlands Antilles profits tax. This means that the firm pays only 8 per cent on net yearly profits up to 100 thousand NA guilders and 10 per cent on profits over 100 thousand NA guilders. Where manufacturing that promises a considerable widening of the island's economic base is undertaken, the firm is completely tax-exempt for ten years.

A firm interested in establishing itself in the free area must be formed as a limited liability company under Netherlands Antilles law and by notarial act. Though for practical purposes it is restricted to operations within the free zone, it can maintain offices outside this area.

Land and Warehouse Leases

Land space within the restricted area can be leased for a maximum of ten years, but it is also possible to obtain an extended long-term lease subject to a review of land rent every twenty years. This gives the tenant the right to build on his leased land. A suggested annual land rental fee is 1.5 NA guilders per square metre.

Warehouse space can be leased for a minimum of two or five years and a maximum of twenty years. The annual rent is based on the land rental fee plus 8 per cent of building costs.

A lease on a warehouse or industrial building will be issued on condition that the annual rental be equal to the rent of the land itself, plus approximately 12 per cent of the construction cost of the occupied building. This lease is for a minimum of five years.

The tenant, with the approval of the Island Administrative Council, can build permanent facilities within the occupied warehouse space. He also has the option to purchase the occupied building within ten years from date of lease.

Some Points Need Study

A firm thinking of participation in the free-zone project should also be aware of some of the obstacles. For one thing, labour costs are high in the Netherlands Antilles. Moreover, it is still not clear whether the present 30 per cent surtax imposed by Venezuela on imports from the islands will also apply to imports from the free zone. If it does, this would rule out the islands for the moment as a base for sales to Venezuela.

Because the entire project is still in the development stage, some changes in the regulations may take place before it becomes operative. For further information, interested companies should communicate with the Administrative Council of the Island Territory (Willemstad, Curaçao, or Oranjestad, Aruba) or with this office.

Malaya's First Budget

Malaya's first budget since independence contains no proposals for increases in the principal import duties or taxes in 1958. The Government anticipates a deficit equivalent to $160.5 million and thus will maintain its financial strength.

The major sources of revenue are income tax, import duties on liquor, cigarettes and gasoline, and export duties on rubber, tin and tin ore. Revenues are expected to total $254.6 million; duties on rubber will contribute $23.9 million and on tin $17 million. The Government intends to spend $41 million to combat Communist rebels, out of a total expenditure of $293.3 million. The United Kingdom will contribute $8.3 million toward this defence cost in addition to maintaining its own forces here under the U.K.—Malaya defence agreement. Forces from Australia and New Zealand are also assisting.

A minor revision of the customs tariff coincided with the introduction of the budget; a few items were reworded and a new ad valorem duty of 10 per cent was levied on asbestos sheets. Expansion of the item covering plastic sheets extends the 25 per cent tariff to all plastic materials and products, including synthetic rubber. A few minor export duties on forest products such as gambier, gutta percha, camphor and bark were removed, as was the 20 per cent export duty on elephants. The revenues collected from these export duties were considered too small to support collection costs and inconvenience.

France Buys Canadian Asbestos

Supplier of almost one-half of the raw asbestos that French manufacturers use, Canada expects steady sales in the future, though other major producers are increasing their share of a highly competitive market.

J. H. BAILEY, *Commercial Secretary, Paris.*

FRANCE established her first factory for the manufacture of asbestos products in 1890. The industry has grown steadily until there are now over 70 factories using raw asbestos. In addition, numerous other secondary manufacturers incorporate asbestos products into their finished goods. In fact, France has become a major user of, and one of the main markets for, Canadian asbestos.

Since the war, French imports of asbestos have increased steadily and the annual consumption by French industry will probably pass the 70,000-ton mark in 1957. Of this, approximately 10,000 tons are produced in Corsica and the remainder imported. In 1956, raw asbestos imports totalled 56,000 metric tons and in the first eleven months of 1957 rose to 60,000.

Canada Supplies French Industry

Canada has always been an important source of asbestos for France. During the postwar period, when fibre was in short supply throughout the world, Canada kept up its deliveries and maintained its position as the major supplier. As the following table shows, we provided 62 per cent of all of France's raw asbestos in 1955:

Over the last two years, however, Canada's share of the market has been decreasing and the Russian share increasing. The change in the position of these two main suppliers is illustrated in the table below:

	1957 (11 months)		*1956*	
	Imports	*% of Imports*	*Imports*	*% of Imports*
Canada	29,574 tons	49.2	29,382 tons	52.3
U.S.S.R.	16,779 "	28.0	12,522 "	22.3
Others	13,660 "	22.8	14,242 "	25.4
Total	60,013 "	100.0	56,146 "	100.0

Probably the major reason for the change is that Russia has been offering increasing quantities of good-quality asbestos at competitive prices and has been assured of a large share of the French market because of the bilateral trade agreements between the two countries.

Imports Now Restricted

In addition, France's balance-of-payments position has deteriorated to such an extent that the Government, to conserve dollar exchange for the purchase of other vital materials, has severely restricted all imports since June 1957. Although the French balance of trade with all countries resulted in a deficit of $1 billion for the first nine months of 1957, there appears to be a tendency towards increased trade between France and certain bilateral partners. The U.S.S.R. in particular seems to be benefitting considerably in asbestos exports to France.

Because the present difficult foreign exchange position will probably not be eased for some months, Canada

FRENCH CONSUMPTION OF RAW ASBESTOS, 1955

Industry	Canada	Rhodesia	S. Africa	Russia	Corsica	Others	Total
			(in metric tons)				
Textiles	2,046	43	195	44	—	28	2,356
Cardboard	2,063	6	6	5	450	3	2,533
Joints	958	14	11	9	4	—	996
Brake Linings	1,020	—	—	—	11	18	1,049
Storage Batteries	106	—	2,385	—	5	—	2,496
Filters	7	43	36	—	—	—	86
Floor Tiles	2,866	—	—	—	—	—	2,866
Asbestos Cement	25,760	2,764	2,959	6,452	5,852	50	43,837
Miscellaneous	274	—	—	—	—	—	274
TOTAL	35,100	2,870	5,592	6,510	6,322	99	56,493

may find it hard to maintain even its present share of asbestos sales in 1958. The long-term growth of the market nevertheless promises well and Canadian suppliers should, when the situation improves, have greater opportunities. Russian competition, however, will remain an important factor in their calculations.

Asbestos Manufactures Increase

Against total raw asbestos imports of 56,151 metric tons, France imported only 1,733 tons of manufactured asbestos products in 1956. Protected from competition by a duty of 15 per cent (plus taxes) and as an essential branch of a rapidly expanding economy, the French asbestos-consuming industries have grown rapidly since the war. Including domestic supplies, they are now consuming over 3½ times as much raw asbestos as in 1938.

The following table shows that manufacturers of asbestos cement have always been the major asbestos users. In 1938, this industry accounted for approximately 67 per cent of all asbestos manufactures and in recent years it has used nearly 80 per cent of all the raw asbestos.

RAW ASBESTOS CONSUMPTION BY GROUPS OF USERS

(metric tons)

Industries	*1938*	*1953*	*1954*	*1955*	*1956*
Asbestos cement	11,665	34,895	38,546	43,404	48,805
Textiles	1,165	1,760	2,182	2,135	2,650
Cardboard	1,458	1,771	2,477	2,303	2,800
Joints	525	643	852	906	930
Moulded products and insulation	1,011	2,031	2,333	2,270	2,460
Brake linings	....	504	695	952	1,013
Floor tiles	....	1,704	2,150	2,607	3,045
Miscellaneous	977	376	351	325	450
	16,801	43,684	49,586	54,902	62,153

Brake Linings and Floor Tiles

Although output of all these products has been expanding steadily, perhaps the most noteworthy, after asbestos cement, are brake linings and floor tiles which have been made in France only since the war. It is expected that the production of brake linings will continue to rise as automobile registrations in France go up, but floor-tile production may have reached a plateau because of the rapidly expanding output of plastic floor tiles which offer stiff competition to the asbestos product.

It is interesting to note that among the "miscellaneous" items, about 86 tons of asbestos are used for industrial filters, some of which the French alcohol industry employs for the extraction of impurities. When I was in Bordeaux, I was shown batteries of asbestos filters used in the manufacture of world renowned French liquors. ●

Italy's Land Reform Program

ITALY'S national program to redistribute land and rehabilitate her agriculture was launched in 1950 and is now two-thirds completed; it should be concluded by 1960 or 1961. Starting with nine of the most depressed rural areas of the country—four in the south, three on the islands, one in central Italy and one in the north—the authorities set out to break up the large feudal estates. In these areas, ownership is passing to the peasants who worked the lands and the Government has followed up this move with an integrated program to increase their productivity and improve living standards.

The land reform program already has had widespread effects in districts lying outside of the present operational areas. With land expropriation looming on the horizon, many estate owners have improved their holdings and are selling parcels of land to their peasant workers. The government program will enforce redistribution of 800 thousand hectares (about 2.2 million acres) of land but it is estimated that as much land will change hands privately by 1960. With the example of its reformed areas for all to see, the Government hopes to speed up natural economic evolution in the rest of the country.

By Canadian standards, the size of the "self-sufficient units" that range from 15 to 43 acres seems small. But the Government wished to avoid the widespread dislocation and resettlement which would have been necessary if it had taken any other approach. Instead, the agencies in charge of the program work to provide better housing and community services, and give vocational training and technical assistance to the peasants so that they can get the most from their land. Actually, not all of the smaller plots of land are expected to provide a living for the families on them; in many cases most of the family income will be earned away from the farm. In fact, Italy is pressing forward with large-scale economic development projects, especially in the more depressed south. Eventually new industries will provide alternative employment to farming.

The program is much broader than simply creating peasant-owned farms out of large estates. Essentially it aims to bring about an agricultural and economic transformation in the less developed areas of the country. Increased farm output has already resulted and Italy can look forward to becoming a net exporter of farm produce.

—J. G. IRELAND,
Assistant Commercial Secretary, Rome.

Malayan Flour Market Stiffens

Canadian flour sales to Singapore and Malaya dropped nearly 1,800 tons in 1957 over 1956, mainly because of sharper U.S. competition. But 1958 has so far brought a slight improvement.

W. G. HUXTABLE,
Assistant Trade Commissioner, Singapore.

CANADA'S share of the flour market in Singapore and Malaya, normally about 6 per cent of total imports by volume, dropped below 5 per cent during the third and fourth quarters of 1957. But Canadian and total imports rose in the fourth quarter over both the previous quarter of 1957 and the last quarter of 1956.

Generally speaking, competition from United States high-protein flour has brought about the decrease in Canadian sales. The U.S. product, offered in April 1957 at about US$5.25 per hundred pounds C.I.F. Singapore, significantly less than Canadian flour prices at the time, more than doubled its sales to this area from 789.5 tons in 1956 to 1,717.5 tons in 1957. At the same time, Canadian flour sales for the year dropped some 1,767.2 tons to 8,678.4 tons.

IMPORTS OF WHEAT FLOUR INTO MALAYA AND SINGAPORE

	January-December 1957		*January-December 1956*	
	Tons	*$*	*Tons*	*$*
Australia	122,956.6	10,570,554	131,981.8	10,794,501
CANADA	8,678.4	965,124	10,445.6	1,098,165
Hong Kong	11,918.3	960,592	4,383.1	350,557
France	10,952.0	908,602	21,151.6	1,568,811
United States	1,717.5	186,662	789.5	73,224
Japan	1,750.0	146,664	1,666.9	144,197
United Kingdom	183.3	88,348	201.7	73,422
West Germany	802.6	63,170	926.5	66,170
Italy	212.4	17,088	.....	.....
China	.4	77	.7	126
India	.....	.....	19.6	1,854
Netherlands	.....	.....	.....	16
Total	159,171.5	13,906,881	171,567.0	14,171,043

	October-December 1957		*October-December 1956*	
	Tons	*$*	*Tons*	*$*
Australia	33,080.9	2,827,657	25,265.5	2,129,454
Hong Kong	7,116.7	564,042	1,800.0	138,231
CANADA	2,060.7	217,702	2,053.4	228,341
France	2,206.5	189,722	335.0	25,488
United States	1,065.9	116,170	70.0	7,895
West Germany	802.6	63,170	.....	.....
Japan	400.0	32,802	50.0	4,044
United Kingdom	89.0	24,766	65.3	24,672
Italy	112.0	8,993	.....	.....
China	.2	26	.....	.....
	46,934.5	4,045,050	29,639.2	2,558,125

Fortunately the competition has not completely displaced Canadian brands which many bakers prefer for mixing with soft Australian flour. Aided by a lower exchange differential between the Canadian and U.S. dollars, and with assistance from the Wheat Board's flour export adjustment policy, Canadian flour is now being offered at slightly below the current price for United States flour. The latter has risen to about US$5.70 per hundred pounds, C.I.F. Singapore.

The price of rubber mainly determines the pace of business in Singapore and Malaya. In the long run, sales of the higher-priced North American flour (a luxury in this rice-consuming area), have fluctuated more directly with the rubber price than have soft-flour sales. In 1951, when the average price of rubber was 53.4 cents, 15.8 thousand tons of Canadian flour were imported. In 1957, when the average rubber price had fallen to 28 cents, only 8.7 thousand tons of Canadian flour were sold.

The strong competition from United States flour seems less serious now than it did a few months ago. Canadian flour from the 1957 crop is said to have a higher protein content than that from the 1956 crop. The prices of United States and Canadian flours are now comparable and market preferences for certain Canadian brands, built up over the years, remain strong. However, dealers' stocks of high-protein flour are currently high and representatives of United States mills are asserting that they will be able to supply high-protein flour on a continuing basis in the future.

Building the Canadian flour market here has taken effort and this effort will have to be sustained and possibly increased in the future. In addition to competition from other countries, Canadian mills will in time have to face competition from a mill in Singapore itself. Firm plans have been laid by the Hong Kong milling interests to erect a plant in Singapore with an initial capacity of 4,500 tons per month. The project will begin with the milling of soft Australian wheat, but high-protein flour may be produced later. It has received informal government approval and negotiations for land and for bulk wheat-handling facilities are nearing completion. The mill is expected to be ready for operation in 1960. •

West Germany Expands I

As German chemical industry grows, it looks to many countries, including Canada, for certain raw materials; sells them other chemicals in return. U.S. sales figures show where Canadians might win larger share of this market.

S. G. BARKLEY, *Commercial Secretary, Bonn.*

THE West German chemical industry made excellent progress in 1957. Production was up 11 per cent, partly because of the growing acceptance of new products both at home and abroad, particularly in the petroleum chemicals and plastics fields. The sales turnover exceeded $4 billion, an increase of 13 per cent over 1956. The ability of the industry to maintain relatively stable prices compared with those of competitors helped in achieving this advance. Despite higher raw material prices and wage increases, production costs rose only 0.5 per cent in 1957. In terms of total sales the chemical industry now ranks third in importance after the food and machinery industries. Some 22,000 employees were added to its labour force during the year, bringing the total to 418 thousand.

Foreign Trade in Chemicals

Chemical exports for 1957 are estimated at slightly more than $1 billion, an increase of 16 per cent over 1956; they now account for 12.5 per cent of total foreign sales, compared with 17 to 18 per cent in prewar years. The main export markets in 1957 for German chemicals were the European countries, Asia, Central and North America, and South America. Preliminary estimates indicate that chemical exports to Canada totalled approximately $7.6 million, compared with $8.3 million in 1956 and $5.5 million in 1955.

Leading exports to other markets include inorganic and heavy chemicals, nitrogen and potash fertilizers, tar and mineral dyes, pharmaceuticals, plastic materials, artificial silk, and staple fibre. These commodities accounted for approximately 75 per cent of total chemical exports worth DM3.3 billion in the first nine months of 1957.

Chemical imports into West Germany last year rose to approximately $380 million compared with $320 million in 1956. The chief supplying countries were the United States, Switzerland, the Netherlands, Belgium-Luxembourg, France, the United Kingdom, and Italy. Raw materials led in importance, accounting for 20 per cent of total chemical imports. The principal products imported were sulphur and crude phosphates, industrial chemicals, and synthetic resins. Significant also was a 60 per cent increase in imports of medicinal preparations, indicating the growing German demand for newer products, local development of which has been retarded in recent years because of insufficient research.

Canadian Sales and Prospects

One of the world's largest chemical producers, West Germany carries on an important two-way trade with Canada. Our chemical exports to Germany reached approximately $7.3 million in 1957, compared with

WEST GERMAN CHEMICAL EXPORTS TO CANADA

Product	*10 months 1957 '000 DM**	*1956 '000 DM*	*1955 '000 DM*
Chemical raw materials, n.o.p.	55	92	102
Fatty acids, paraffin, vaseline, and waxes	235	155	164
Industrial fats and oils, n.o.p.	10	15	24
Coal and coal-tar distillation residues	....	7	19
Prepared potash fertilizers	2,150	2,754	....
Fertilizers, n.o.p.	43	99	48
Fuels and lubricants	....	1	....
Tanning extracts	....	1	....
Semi-processed chemicals, n.o.p.	3,225	11,814	5,337
Plastics	2,505	1,815	1,753
Tar dyes	1,945	1,546	1,712
Dyes, paints, pigments, varnishes, enamels, putties, n.o.p.	457	439	338
Dextrine, gelatine, glues	31	122	109
Explosives	248	152	83
Semi-finished chemicals	8,629	8,634	7,702
Articles of fats or waxes, soaps	132	117	105
Plastic goods	1,286	1,070	1,135
Photochemicals	1,182	1,238	756
Pharmaceuticals	1,930	2,625	1,950
Cosmetics	635	613	594
Chemical products, n.o.p.	1,894	1,629	1,291
Total Exports	26,592	34,938	23,222

*1.00 DM=Can.$.2324.

Source: "The Foreign Trade Statistics of the Federal Republic of Germany", Part 3.

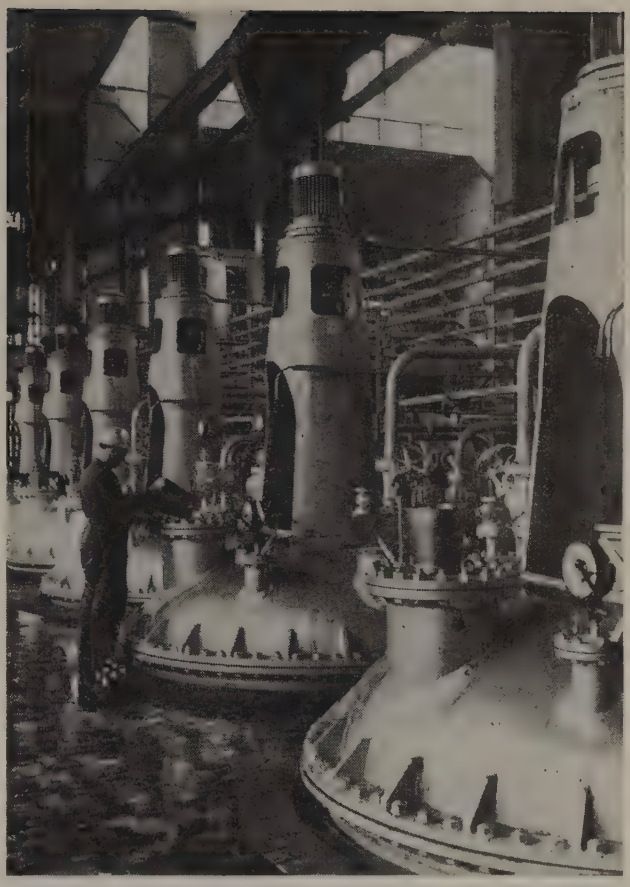
hemical Industry

$7 million in 1956 and $5.2 million in 1955. Synthetic rubber and polystyrene made up the bulk of these shipments, with small amounts of polyethylene, polyvinyl chloride, medicinal preparations, pentaerythritol, propylene, and ethylene glycol. The table below shows Canada's sales for the last three years:

CANADIAN CHEMICAL EXPORTS TO WEST GERMANY

Products	*1957*	*1956*	*1955*
	$	*$*	*$*
Acids n.o.p.	....	....	22,279
Non potable spirits n.o.p.	23,588	....	950
Medicinal preparations	37,663	13,163	17,310
Pigments n.o.p.	242	....	446
Enamels and lacquers	....	....	45
Paints n.o.p.	....	....	55
Varnish	....		60
Synthetic resins	90,219	64,709	251,041
Synthetic resin manufactures	2,443	1,742	726
Polystyrene	2,011,735	1,447,929	682,448
Drugs and chemicals, n.o.p.	5,156,149	5,465,942	4,248,307
Total	$7,322,039	$6,993,485	$5,223,667

Source: Dominion Bureau of Statistics.



Plastics production has become an important branch of Germany's busy chemical industry. Here is the polymerization plant of one of the large makers of plastic raw materials.

The demand for the chemical products which Canada shipped to this market in 1957 will probably remain about the same through 1958. However, a new German synthetic rubber plant with a capacity of 45,000 metric tons a year is now under construction at Marl. Production is expected to begin in July

PRINCIPAL U.S. EXPORTS OF CHEMICAL PRODUCTS TO WEST GERMANY

Product	*9 months 1957*	*Product*	*9 months 1957*
	$		*$*
Crude coal tar products, n.e.c.	722,778	Resins n.e.c., unfinished and semi-finished	4,270,495
Phenol or carbolic acid	45,880	Film and sheeting, synthetic resin	1,047,773
Phthalic anhydride	484,019	Regenerated cellulose	295,003
Rubber compounding agents	230,693	Vulcanized fiber sheets, rolls and other shapes	211,259
Vitamins A & D	44,463	Cement for sealing cans	93,518
Vitamin B complex	145,236	Detergent alkylates	231,099
Vitamin preparations in dosage form	177,385	Flavors and flavoring extracts, natural	414,345
Vaccines for human use, all forms	859,393	Additives for lubricating and fuel oils	2,144,115
Cortisone and ACTH, all forms and preparations thereof, n.e.c.	842,961	Chemical specialty compositions, n.e.c.	544,779
Glandular products, natural and synthetic	483,701	Organic acids and anhydrides, n.e.c.	315,821
Sulfonamide drugs, n.e.c.	105,212	Ethylene glycol	848,337
Antibiotics, n.e.c.	504,547	Alcohols, n.e.c.	486,324
Organic medicinal chemicals, n.e.c., bulk	262,575	Organic fluorine compounds	344,815
Veterinary medicinals and preparations, n.e.c.	193,438	Organic chemicals not of coal tar origin, n.e.c.	1,663,762
Proprietary medicinal preparations	24,719	Iodine, iodides, iodates	26,620
Weed killers	50,715	Metal salts of organic compounds	73,280
Insecticides, agricultural, n.e.c.	256,471	Industrial chemicals, n.e.c.	705,550
Disinfectants, etc.	48,253	Carbon black, furnace	911,237
Water softeners, purifiers, etc.	100,048	Titanium dioxide and pigments	256,434
Ester gums	108,949	Manicuring preparations	57,502
Styrene polymer and copolymer resins	525,295		
Alkyd resins	307,159	Total	21,622,951
Vinyl and vinyl copolymer resins, compounded	156,993		

Source: U.S. Department of Commerce.

1958; it could affect the volume of Canadian synthetic rubber exports in 1959. Plans are also under way to increase local output of high-impact polystyrene in 1959, which will probably affect our exports of this product next year.

With total German chemical sales exceeding $4 billion in 1957, there is an increasing need for raw materials to support this high production, and Canadian manufacturers are urged to review the requirements of this market.

U.S. Exports Show Opportunities

The table on page 19 shows principal U.S. chemical exports to West Germany and indicates a potential demand for a wide range of products, provided Canadian firms can compete in price and quality with U.S. suppliers.

Currency, Tariff, Trade Restrictions

West Germany is in a very favourable foreign exchange position; there is no problem in securing dollars to pay for unrestricted chemical imports. Most chemicals may be brought in without restriction, although a few products such as synthetic rubber, ethylene glycol, polyethylene, and poliomyelitis vaccine remain under import control. Even in these cases, however, import licences have been freely granted at the request of local buyers. German import duties on most chemical products range from 3 to 16 per cent, although some are duty-free, and there is an additional sales tax of 4 or 6 per cent on the duty-paid value.

Trade Commissioners on Tour

The following officers of the Trade Commissioner Service are on tour in Canada. Their itineraries are:

R. W. BLAKE, formerly Trade Commissioner in Port-of-Spain, Trinidad, was to begin his Canadian tour in Montreal on April 21, and the itinerary was published in the March 29 issue. Mr. Blake has now found it necessary to change the dates of his tour and a revised itinerary will be pubished in a future issue.

T. G. MAJOR, Commercial Counsellor in Melbourne, Australia:

Vancouver—April 8-15	Regina—April 22
Victoria—April 16	Winnipeg—April 24-25

Mr. Major's eastern tour will be announced later.

Businessmen who wish to see these officers should get in touch with the Board of Trade or Chamber of Commerce in the cities mentioned, with the following exceptions. In Toronto and Winnipeg, the Trade Commissioners make their headquarters at the offices of the Canadian Manufacturers Association; in St. John's, Ottawa and Vancouver, at the Department of Trade and Commerce; in Victoria, at the Department of Trade and Industry, and in Fredericton at the Department of Industry and Development.

Tours of Territory

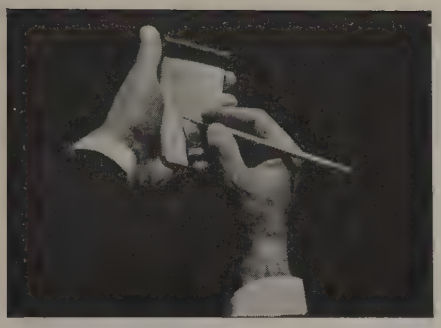
W. G. BRETT, Assistant Commercial Secretary in Caracas, Venezuela, will visit the Netherlands Antilles from May 5-15.

W. J. COLLETT, Assistant Trade Commissioner in Bombay, India, will visit Secunderabad, Madras, Bangalore and Mysore from April 16 to May 2.

W. G. HUXTABLE, Assistant Trade Commissioner in Singapore, will visit Bangkok, Thailand, from May 24 to June 7.

W. VAN VLIET, Trade Commissioner in Guatemala City, Guatemala, will visit Managua, Nicaragua, from April 16-19; San Jose, Costa Rica, May 5-10, and Panama City and Colon, Panama, May 12-17.

Businessmen who would like these officers to undertake assignments should get in touch with them at their posts as soon as possible. Write to Mr. Brett at Caracas, Mr. Collett at Bombay, Mr. Huxtable at Singapore, and Mr. Van Vliet at Guatemala City.



General Notes

Australia

PRAWNS FOR EXPORT—Prawn fishing has customarily been regarded as a domestic industry in Australia but recent expansion, mainly in Queensland, has led to an export trade which shows promise of developing into a useful dollar earner. In 1955-56, Australia exported about 100 thousand pounds, but during 1956-57, shipments rose to 4,193 pounds of green prawns (heads on), 291,825 pounds (heads off), and 93,369 pounds of cooked prawns. The bulk of these exports went to the United States and Hawaii, but smaller quantities were sent to New Guinea and to various Pacific islands.

The Australian product is popular in the United States. Packages usually contain ten five-pound units, and are sold according to colour and grade. The Australian species which brings the highest price in this market is the banana prawn, fished near Bundaberg, Queensland.

An official twelve months' survey is being carried out to determine the extent of prawn resources. During the early part of the survey, a new fishing ground covering 750 square miles was discovered near Fraser Island at depths ranging up to 35 fathoms—Melbourne.

Brazil

HYDRO-ELECTRIC POWER—Brazil's hydro-electric resources are being exploited rapidly in an attempt to catch up with the increasing demands of the industrial development program. It is estimated that the country now has installations producing almost 3.4 million kw., compared with 2.8 million only three years ago. As of Jan. 1, 1957, this was made up of 2.7 million kw. of hydro-power and 700 thousand kw. from thermal plants. Since then, additional equipment increasing the capacity of these plants has been installed—Rio de Janeiro.

Canada

AIR PARCEL SERVICE TO ETHIOPIA—The Deputy Postmaster General of Canada has recently announced the extension of air parcel-post service to Ethiopia, effective April 1. The usual blue airmail label, obtainable free of charge at all post offices, must be attached to the address side of the parcel. Postage rates to Eritrea and Ethiopia will be the same for both countries: $2.40 for the first eight ounces and $0.68 for each additional four ounces. The general regulations governing surface parcel post to these countries will also apply to air parcels, and no insurance service will be available—Ottawa.

Finland

IMPORT SURPLUS REPORTED—Finnish foreign trade in 1957 showed total exports at 211.5 billion marks and imports at 227.4 billion. The corresponding figures for 1956 were exports, 178 billion and imports, 203.6 billion marks. The currency devaluation in September increased the figures for 1957 expressed in marks, and in addition there was an increase in the actual value of foreign trade over the previous year. This is confirmed by a rise in the volume of trade which, however, was much smaller than the increase in value—Stockholm.

Guatemala

NEW FEED-CONCENTRATES INDUSTRY—The Government's Instituto de Fomento de la Producción (INFOP) is said to have approved and partly financed the construction of a factory for feed concentrates in Guatemala City. When finished it will produce concentrated feeds for cattle, swine and poultry in Guatemala for the first time. The machinery to be installed is already there. This factory will represent an investment of about $150 thousand, and will be able to produce 50 tons a day—Guatemala City.

COMMERCIAL FISHING STUDIED—A Japanese delegation recently in Guatemala is planning to partly finance a new fishing industry in this country, similar to one just established in Venezuela. The Japanese industrialists consulted with the Government's Instituto de Fomento de la Producción

(INFOP) and other official and semi-official bodies. Commercial fishing on both the Pacific and Caribbean coasts of Guatemala is being seriously considered for the first time—Guatemala City.

Mainland China

TELEVISION—A TV station expected to be in operation this year is being constructed in Peking, and a limited amount of experimental production is now under way. Receiving sets will be made in China, according to trade reports, and the network equipment will come from the Soviet Union—Hong Kong.

Portugal

GOVERNMENT AIDS HOTELS—All over the country, hotels, boarding-houses and government-run inns are being built or redesigned as the result of a recent law by which the Government advances funds required on a long-term basis, at low interest rates and tax-free over a period of ten years.

In Lisbon alone in the past two years, four new hotels have been built with a total of 500 bedrooms. With fittings and furniture their cost has amounted to approximately $4 million. Three more hotels under construction have a total of 550 bedrooms and are being built at a cost of over $5 million —Lisbon.

Sweden

FOREIGN TRADE—Swedish foreign trade in 1957 resulted in a deficit with the dollar area much larger than in 1956, but an improved balance with other areas. The deficit with dollar countries increased from 889 million kronor in 1956 to 1,282 million in 1957, and was due mainly to the large rise in imports (2,217 million kronor in 1957 compared with 1,785 in 1956). However, exports from Sweden to the dollar area also showed an increase—from 896 to 935 million kronor. In Western Europe, Sweden has a trade deficit with West Germany; it reached 1,188 million kronor in 1957, compared with 1,138 in 1956. With the remainder of West Europe, Sweden has an export surplus—Stockholm.

OIL EXTRACTION METHOD—An agreement has recently been signed between the Swedish Shale Oil Company (Svenska Skifferolje Aktiebolaget) and two American oil concerns, the Husky Oil Company and the Union Oil Company, for the exploitation of the so-called Lins method of oil extraction in the United States and Canada. The agreement applies initially to an extension of operations in Santa Cruz, California, being carried out by Shale Oil and Husky Oil. The Lins method is a modification of the Ljungstrom method used by the Swedish Shale Oil Company at its plant in Kvarntorp, Sweden: the oil shale is heated without breaking, by heating elements drilled into the ground. There is a possibility that the Lins method can be used to extract oil from the tar sands in Athabasca and in other parts of the world—Stockholm.

Trinidad

BANK LOAN FOR HOTELS—Discussions on the financing of the 250-room Trinidad Hilton Hotel which have been going on for the past year have now ended and Barclays Bank has agreed to lend the Hotels Development Corporation $4.5 million B.W.I. to meet the cost of construction. The Government has already committed itself to finding the remaining $5 million—Port of Spain.

Venezuela

AGRICULTURAL ADVANCES—In an endeavour to bolster Venezuela's meat production, the Venezuelan Government Junta recently instituted a five-year livestock development plan. The plan, which will cost the nation Bs.660.5 million, calls for the establishment of 2,500 new ranches. This will include the seeding of 180 thousand hectares of grazing land, an adequate irrigation system and fences, as well as significant purchases of livestock, farm machinery and equipment. The over-all plan is expected ultimately to increase the country's meat production by 15,000 tons a year compared with the present equivalent of 84,952 tons a year, and by 1960 it is expected to equal 99,547 tons—roughly Venezuela's total meat requirements. The plan is operated by the Ministry of Agriculture and Livestock and financed by the Venezuelan Agricultural Bank—Caracas.

West Germany

SYNTHETIC RUBBER PLANT—According to reliable newspaper reports, the first German plant for the production of synthetic rubber ("cold rubber" type), Bunawerke Huels in Marl, Westfalen, will start operating in May with an annual capacity of 45-50,000 metric tons, or about present West German requirements for this type of rubber. The plant is expected to be able to dispose of its full production from the start. At present, the import of synthetic rubber is restricted.

A total of some DM170 million is being invested in the project. The West German rubber-processing industry has guaranteed to make available an annual subsidy of DM10 million during the first five years of production to cover possible losses because of initial operating difficulties—Hamburg.

A Look at Belgian Business

Pace of economic activity has slowed; trade deficit reached about $200 million in first ten months of '57, as imports rose 7 per cent. Canada's sales to BLEU have increased over '56, mainly because of large wheat shipments valued at nearly $23.0 million.

J. R. ROY, *Assistant Commercial Secretary, Brussels.*

SINCE 1955, the growth of economic activity in Belgium, particularly rapid in that year, has continued but at a reduced rate. The increase in the index of industrial production of 9.7 in 1956 and 5.8 in 1957 was only 0.2 in the first ten months of 1957 and most of this slight rise took place in the first few months of the year. This diminishing rate of growth puts Belgium in the same position as other Western European countries, as well as the United States and Canada. In June and July a serious strike took place in the Belgian metallurgical industries and although steel production for January-May rose 6 per cent above the 1956 level, in June it declined by 18 per cent and in July by 48.5 per cent. Another factor in this slowing down was the increasing acceptance by industry of the 45-hour week.

Generally speaking, industrial activity is maintaining its current record level. The construction industry stepped up production in the first three quarters and in August the nitrogen and petroleum industries established new records. (The latter had by that time completely recovered from the Suez crisis.) There were signs, however, of a weakening demand for domestic coal and pithead stocks were at a two-year high.

Financial Policy

Notwithstanding the over-all slackening in economic growth, domestic demand remained strong. On the average, the turnover by department stores was 5.4 per cent higher for the first three quarters of 1957 than for the same period in 1956. The most pronounced increases came in sales of household appliances, sport and travel goods and, to a lesser extent, furniture, stationery and clothing. This seems to reflect a continued rise in the standard of living. None the less there is a distinct possibility of a decrease in public and government demand, following budgetary measures designed to adjust the Treasury's adverse bank balance.

In 1948 the central bank (Banque Nationale de Belgique) and the Government reached an agreement whereby the latter could draw on a credit not to exceed $200 million to cover those periods of the fiscal year when government revenue does not keep pace with expenditure. In early October 1957 this credit was exceeded by $53.3 million. By means of slight rises in indirect taxes and a plea for economy, this overdraft is being rapidly eliminated. However, besides reducing consumer demand these measures may retard investment which, in the last few months, has also been suffering because of fewer orders placed for capital goods compared with early 1957.

Wholesale Prices Down, Retail Up

External factors, such as reduced freight rates and lower prices of raw materials, brought a levelling-off and then a slight drop in wholesale prices during 1957. On the average, prices were 2.5 per cent higher than in 1956 although they dropped ½ per cent during the first six months from their January peak. A return to normal after the Suez crisis has meant that the prices of many products, especially petroleum, were lowered after the first quarter of 1957. Internal price changes have prevented a too drastic drop in the over-all price level; prices of construction materials rose about 6 per cent and of coal even more; prices of agricultural products were slightly higher than in 1956.

Retail prices have increased. The official retail price index rose 2.9 per cent during the year, from about 105.5 to 108.5 (1953=100), in part because of the rise in wholesale prices in late 1956 but also because consumer demand continued strong. Increases in wages have also contributed: from January to September, there was an estimated 1.8 per cent rise in the wage index. Continuous full employment, many public works projects, and preparations for the Brussels World's Fair have had an inflationary effect on wages.

The Belgo-Luxembourg Economic Union's export trade reached a record in the early months of 1957 but by June the volume was below that for the corresponding month in 1956. The decline in exports has been more pronounced in non-consumer lines. For the first ten months of the year, total exports were, however, up about 1 per cent compared with the corresponding period of 1956 and totalled $2.66 billion. That the increase is so meagre is no doubt due in part to the steel strike and the drop in foreign demand for steel products, because this industry accounts for approximately 40 per cent of Belgium's total exports.

Imports, on the other hand, increased by $200 million to a total of $2.86 billion for the first ten months of 1957, a rise of 7 per cent. The trade deficit for that period thus reached about $200 million by the end of October, over twice the yearly deficit for the past four or five years. However, this larger deficit is, generally speaking, not regarded as serious.

Canadian Sales Rise

In 1957, Canada sold to BLEU $60.4 million worth of goods, an increase of $2.6 million over 1956. Imports into Canada from BLEU in the first eleven months of 1957 reached $42.3 million, compared with $49.2 million in the same period of 1956.

Contributing to Canada's favourable balance of trade with BLEU for this period were shipments of wheat valued at $23.0 million. Belgium allows the free entry of foreign wheat but has evolved a complex price-support system (current average floor price $9.40 per 100 kilos) to give the wheat farmer some protection. Belgian millers must use a high percentage of home-grown wheat, normally bought at a price higher than that of imported grain. The result is that wheat imports are held below the level to which they might normally rise, but to compensate for the admittedly poorer quality of the indigenous grain, importers concentrate on hard-quality wheat. Canadian shipments accounted for slightly more than half of Belgian wheat imports during January-July 1957—our normal share of the Belgian market since 1952.

Benelux Treaty Signed

On February 3, 1958, Belgium, the Netherlands and Luxembourg signed the Benelux Economic Union Treaty, thereby consolidating various agreements previously reached among the partners during the past decade or so. The Treaty envisages the establishment ultimately of a common commercial policy for domestic as well as foreign trade, the elimination of all restrictions on the free exchange of goods and labour among the partners, the harmonization of agricultural policy, and the solution of mutual transportation and communications problems. The treaty also formalized several agreements reached during 1957.

In addition, a new series of Benelux commercial agreements were signed with Sweden, Norway, Portugal, Austria, Switzerland and Morocco, under the common commercial policy.

Within this framework, intra-Benelux trade has continued to grow. Belgium and Luxembourg exported to the Netherlands merchandise valued at $482 million during the first eight months of 1957, $40 million more than during the corresponding period in 1956. Imports were valued at $274 million, compared with $234 for the first seven months of 1956. Moreover, the Netherlands continued to develop as one of Belgium's best customers and suppliers, taking 22.7 per cent of the latter's total exports (21.2 per cent in 1956) and supplying it with 13.5 per cent of its total imports for the same period (12.5 per cent in 1956).

Attitude to Common Market

Developments in the work of establishing the European Economic Community are being followed in Belgium with great interest. Comment on it in the country has been continuous and on the whole cautious. Although the views that are being expressed vary widely, some newspapers have reported their belief that initially the Treaty will probably mean some increases in the cost of raw materials, capital goods and consumer goods, as well as a relative rise in wage costs. This leads to the belief that Belgian exports within the Community will become less competitive, at least for the first few years. There is also speculation that it will be more difficult for Belgium, with its strong currency reserves and normally favourable balance of payments, to resort to the Treaty's escape clauses than for some other members of the Common Market who are in a more difficult financial position.

The feeling seems to be that Belgium, a small country depending to a great extent on export markets, has become a specialist in fields where the protectionist policies of its customers do not as a rule hinder its sales. As the Treaty becomes effective, its export market pattern will probably change. To adapt itself to these new circumstances, it is felt that a serious effort will have to be made towards greater co-operation between employers, workers and administration. The use of more modern production techniques may also be necessary. Notwithstanding the cautious attitude shown by some Belgians towards the Common Market, it is also reported in certain newspapers that for about 70 per cent of Belgian industry, the Community will offer better sales prospects than at present, for 16 per cent less favourable prospects, and for the remainder, little change. This is significant when one recalls that 45 per cent of Belgium's exports go to the other five countries making up the European Economic Community. •

FOOTWEAR *for American Families*

Recent developments in the footwear industry in the U.S. may make it easier for Canadian shoes and slippers to sell there. But before making an attempt in this market, the exporter should study trends in consumption, customs duties, and sales media.

D. L. KIRKLAND, *Office of the Consul and Trade Commissioner, Chicago.*

FOOTWEAR manufacturers in the United States last year produced about 596 million pairs of shoes and slippers (excluding military footwear), approximately 1 per cent more than in 1956. This output broke all records, but the goal for 1958 is higher—600 million pairs.

This growing domestic output might seem at first glance to lessen Canada's chances of gaining a large share of this huge market, with its nearly 172 million customers who buy about 3.5 pairs of shoes each per year. But certain developments in the U.S. footwear industry make the picture more encouraging.

One of these is a rise in prices. The majority of shoe manufacturers in the United States have announced price increases averaging 5 per cent on about half their lines for 1958. This is the first time in about ten years that an uptrend in prices has been general; previously it has been spotty and, in fact, shoe prices have remained fairly stable. Indications now are that they will rise slowly this year to an average of about 3 per cent over 1957.

Effect of Price Rise

This change should affect sales in several ways. One is that the present emphasis on lower-priced types of shoes should continue throughout this year. Last fall, faced with lagging orders, shoe manufacturers and retailers in the United States for the first time in three years put less emphasis on the upper price ranges and began to concentrate on the middle and lower ranges, thus appealing to consumers in search of less expensive footwear. This might help sales of casuals, playshoes, sandals and slippers.

Another effect of the price rise is that, in the more expensive lines, imported shoes may now compare more favourably with the domestic product price-wise. They should benefit also from modern methods of marketing shoes and from the promotion going on in the United States to make the American family shoe-wardrobe conscious. The National Shoe Institute, made up of four major trade organizations, is working hard to maintain retail shoe sales at the $4 billion mark achieved last year.

Canadian shoe manufacturers who wish to sell in the U.S. market should first study figures on output and sales of shoes by domestic makers. The table below gives some useful data:

PRODUCTION OF SHOES BY MAJOR TYPES

('000 pairs)

	1957 (est.)	*1956*	*1955*	*1954*
Women's	278,100	271,525	270,908	245,071
Men's	103,700	106,707	103,661	94,712
Misses' and children's	74,200	74,118	74,539	68,833
Boys' and youths'	24,200	21,937	22,097	19,684
Infants' and babies'	37,600	37,006	38,002	36,873
All other	78,200	77,186	76,162	65,194
Total	596,000	588,479	585,369	530,367

How Consumption Has Changed

The fact that per capita consumption of men's shoes from the year 1921 through 1925 was almost double that of the last five years has led manufacturers and retailers to place more emphasis on styling and marketing of men's shoes. The attention paid to this by the industry during 1957 has proved to have little effect so far, however, as per capita consumption of men's shoes declined 0.08 from 1956.

Per capita consumption of women's shoes has increased gradually, even though the 1957 figure of 4.45 did not reach the all-time high of 4.48 for 1955. Per capita consumption of misses' and children's shoes, which had made sizable gains in the past few years, at 5.08 reached the lowest point of the last six years. Consumption of boys' and youths' shoes, although not the highest in the industry's history, has gone up in the past few years and the 1957 figure of 1.59 was

U.S. IMPORTS OF LEATHER FOOTWEAR FROM MAJOR SOURCES

Country of Origin	Women's and Children's		Men's and Boys'	
	1955	1956	1955	1956
	U.S.$		U.S.$	
Canada	50,437	181,706	229,012	448,138
United Kingdom	762,398	1,033,234	3,317,368	4,391,248
Italy	905,256	1,389,777	679,648	1,953,286
Switzerland	799,538	722,786	363,941	844,859
France	69,852	77,469	153,138	125,242
West Germany	109,797	126,636	317,466	540,883
Mexico	52,278	103,568	91,834	108,006
Austria	11,429	43,573	205,061	312,737
Belgium	33,541	118,731	3,975	15,032
Netherlands	1,408	59,139	7,500	97,851
Spain	9,336	2,774	8,247	116,225

the highest in a decade. Consumption of infants' and babies' shoes (1.98) was unchanged from that of 1956 and slightly below the industry's yearly average of a little over two pairs per capita.

Competition in Import Field

Canada is not the only country interested in selling footwear to the United States; in 1955 and 1956, she ranked fifth among the eleven countries with sizable exports to that market—behind the United Kingdom, Italy, Switzerland, and West Germany. Of course, the volume of shoes exported to the U.S. by these countries makes up only a very small portion of the total shoe sales. However, the increase in sales of imported shoes in 1956 over 1955 is significant.

Major imports of Canadian-made footwear into the U.S., by type, for the years 1955 and 1956 are shown in the accompanying table:

Type	1955	1956
	U.S.$	U.S.$
Men's and boys' leather shoes (turned)	336	3,786
Men's and boys' leather shoes (welt)	166,559	161,468
Men's and boys' leather shoes (moulded soles)	972	5,636
Men's and boys' leather shoes (other)	61,145	282,144
Women's and children's leather shoes (other)	17,800	76,557
Women's leather shoes (welt)	6,802	39,833
Women's leather shoes (cement)	24,874	63,616
Slippers—leather	816,589	545,592
Moccasins—leather	189,842	95,386

Customs duties on footwear imports into the United States are one of the most important factors to consider in approaching this market. At present these duties range from 5 to 20 per cent ad valorem.

Selecting a Sales Medium

Canadian exporters who in the past found their laid-down prices to be only slightly higher than that of comparable U.S. products may wish to review their competitive standing in the light of recent U.S. price increases.

The continuing trend in the United States to specialty shoe stores offers greater incentive to, and a more efficient method for, Canadian exporters to approach

U.S. IMPORTS OF SLIPPERS AND MOCCASINS FROM MAJOR SOURCES

	1955	1956
	U.S.$	
House Slippers (Leather)		
Canada	816,589	545,592
United Kingdom	153,198	389,760
Belgium	20,345	24,629
West Germany	14,003	78,664
Italy	21,410	42,242
India	13,062	26,450
Hong Kong	20,531	18,504
Japan	12,932	31,895
Moccasins (Leather)		
Canada	189,842	95,386
Mexico	293,601	284,289
United Kingdom	8,377	12,304
Japan	433,006	306,606

the growing and complex U.S. shoe market. By determining the approximate laid-down, duty-paid price of his shoes in the United States, a Canadian exporter can easily approach only those outlets which are selling comparably priced shoes.

Canadian exporters should continue to stress *Canada for Quality,* particularly in men's shoes, where there is a strong brand loyalty. To women, style is of prime importance, but men tend to purchase the same shoe year after year once they have found it gives good service. It is not uncommon to find men wearing the same brand, style and colour which they wore five or ten years ago.

Canadian shoes are currently being sold in the U.S. through every type of medium, from mail-order houses to exclusive Fifth Avenue shops. However, it is important for the potential Canadian exporter of shoes to the U.S. to select the medium best suited to his particular style and price of shoe and to concentrate his sales efforts accordingly. He should not assume that he can sell to mail-order houses the same type of shoe that he sells to exclusive shoe salons, nor should he assume that his normal sales outlets in the United States will be comparable to those which he now enjoys in Canada. They may differ greatly.

Exhibits at Shoe Fairs

No matter what initial approaches the Canadian exporter makes to the United States market, to be successful he will eventually have to pack up a sample case and visit it himself.

One good way to introduce his lines is to exhibit them at one or more of the numerous shoe fairs held in the United States each year. These include the St. Louis Shoe Show, the Popular Price Shoe Show, the New York State and Popular Price Shoe Show, the National Shoe Fair, and other shows featuring leather and allied products. These fairs offer a reasonable and economical method of displaying a particular line of shoes to a large number of buyers. Participation in U.S. shoe

shows should be considered, however, only after making careful preparation. It is essential to determine first the laid-down, duty-paid price of his shoes in the United States, to assess the relative market position in the U.S., decide on the method of shipment, estimate the number of pairs available for export, and choose the most suitable outlets.

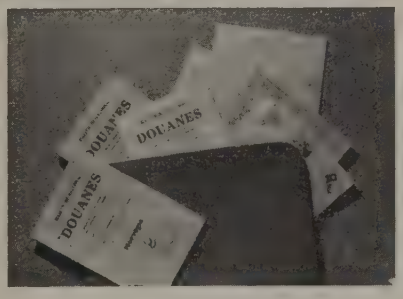
As an example, an estimated 10,000 buyers swarmed into the five major Loop hotels in Chicago to view the latest shoe styles and prices of some 815 exhibitors during the National Shoe Fair, October 27 through October 30, 1957. Not only United States manufacturers displayed their wares—many shoes were on display from such countries as Canada, Italy, Sweden, Germany, Britain and Japan.

Canada was well represented by 16 major shoe manufacturers who participated through the co-operation of the Department of Trade and Commerce, Ottawa, in a combined effort to show their forward-looking styles and quality workmanship to United States buyers. This was the second year that a combined Canadian shoe exhibit has appeared at the National Shoe Fair.

The Future

If shoe sales continue to rise in the United States, Canadian manufacturers and exporters of footwear should be able to take advantage of the American consumer's growing demand for and acceptance of imported footwear. Recent increases in Canadian exports of certain types of footwear to the United States is a good indication that this giant market can absorb new lines, provided reasonable prices and service are offered as well.

The Department of Trade and Commerce, Ottawa, and the Canadian Trade Commissioners in the United States stand ready to give assistance and advice to Canadian manufacturers who wish to begin selling their footwear in the United States or to expand their sales further.



Trade and Tariff Regulations

Egypt

NEW FOREIGN EXCHANGE REGULATIONS—The Government of Egypt has decreed that, effective February 12, 1958, all imports into Egypt other than government purchases from certain designated countries, including Canada, must be paid for in Egyptian export pounds. Similarly Egyptian exports, except rice, should also be paid through export accounts. Such export accounts are to be maintained mainly by payments in respect of goods imported into Egypt, and the funds standing to the credit of these accounts are to be used primarily for paying for Egyptian exports to the countries concerned.

Export accounts may be opened in the name of non-residents, including Canadian exporters and banks. However, to operate such accounts the non-resident requires knowledge of the discount on Egyptian pounds. In order to establish an initial value for premiums and discounts and to get the new system under way, the National Bank of Egypt has offered to sell dollars for pounds standing to the credit of an export account at a premium not exceeding 30 per cent. On the reverse transaction, there would be a discount not exceeding 23 per cent of the official rate. This is stated to give a floor value for the Egyptian pound in export accounts of US$2.187. It is the intention of the National Bank of Egypt to withdraw its offer once the system is working and market rates have been established.

Egyptian pounds can be converted into dollars in two ways. As an exception to the rule that export accounts can only be maintained by non-residents, local banks are permitted to operate such accounts. Therefore such banks are able to buy and sell foreign exchange at the ruling market rate which takes into account the premiums and discounts set by the National Bank. It is anticipated that rates will be established abroad in due course as non-residents open and operate export accounts in Egypt. A Canadian exporter can thus accept Egyptian export

pounds and sell these to the owner of an export account, or he can instruct his local agent or customer in Egypt to convert the Egyptian pounds into dollars through the export accounts maintained by banks in Egypt.

A supplement to the new decree stipulated that applications for import licences were to be accompanied by pro forma invoices expressed in Egyptian pounds providing for settlement over the export pound account. However, this was found impossible for the present because rates of exchange are not yet firmly established and are likely to fluctuate considerably. Accordingly, import permit applications with pro forma invoices expressed in a non-Egyptian currency are now acceptable.

According to Egyptian sources, one of the main purposes of the new system is to improve Egypt's balance of trade with the other countries concerned by relating the value of imports to export earnings. The system is also expected to make various Egyptian products more competitive in Canada and in certain other markets—Cairo, March 19.

New Zealand

IMPORT CONTROLS: CANADA AND U.S.—The New Zealand Government has recently issued a circular outlining the import licensing regulations governing imports from Canada and the United States during the calendar year 1958. Under the new regulations licences for 66 items listed in the circular will be issued freely up to the amount applied for. Approximately 40 other items will be subject to quota restriction, and licences for these goods will be allotted up to a specified percentage of the value of imports made by the importer from Canada and the United States in the calendar year 1956.

Goods which have not been designated under the new regulations as being freely licensed or subject to quota restrictions will continue to be subject to individual licensing.

A detailed list of the commodities affected by this regulation may be obtained from the International Trade Relations Branch.

Philippines

CONTROLS EASED—With its austerity program barely under way, the Philippine Government in the past weeks has eased several controls imposed at the end of 1957, as follows:

(1) Removed the requirement for a cash deposit when letters of credit are opened for decontrolled items. This is of major importance to Canadian flour mills because flour is included. Philippine controls on flour imports are now as they were before the austerity program was imposed at the end of 1957.

(2) Partially restored dollar allocations for non-essential imports, primarily luxury consumer goods.

(3) Allowed all importers and producers to use 50 per cent of their 1957 actual utilized allocations for fertilizers and insecticides during the first six months of 1958.

(4) Allowed all dollar-earning producers to use up to 50 per cent of their 1957 regular quotas during the first six months of 1958. Principal Philippine dollar-earning industries are lumbering, mining, copra and sugar.

(5) Permitted partial resumption of the remittance abroad of profits and dividends.

(6) Exempted all imports of machinery and equipment for essential industries from the marginal deposit requirements when opening letters of credit. The list of essential industries is extensive.

(7) Allowed oil firms to use up to 50 per cent of their 1957 imports during the first half of 1958—Manila, March 20.

United Kingdom

CANNED APPLES FROM NORTH AMERICA—The Board of Trade announced on March 19 that a quota of £100,000 C.I.F. ($274 thousand) will be established for the import of canned apples from North America. The quota will be for the period ending June 30, 1958.

This is a new quota and is quite distinct from the quota of £1,250,000 F.O.B. for fresh apples from North America for the year ending June 30, 1958.

The Board of Trade states that in view of the acute shortage of canning varieties in Europe and at home, the North American quota will ease the position until the new home crop comes on the market. Canadian canned apples have been excluded from the U.K. market since before the war because of dollar restrictions. Prewar, Canadian exports to the United Kingdom rose from 7.6 million pounds in 1936 to 13.8 million pounds in 1939—London, March 20.

Index to *Foreign Trade*

The index to Volume 108 (July-December 1957) of "Foreign Trade" is now ready. If you would like a copy, write to the Editor, "Foreign Trade", Department of Trade and Commerce, Ottawa.

foreign trade service abroad

* No Foreign Trade Officer at this post. Bentley's Second Phrase Code is used by Canadian Trade Commissioners

Territory	Officer	City Address	Mail and Cables, Office Telephone
Argentina	C. S. Bissett Commercial Counsellor G. E. Blackstock Assistant Commercial Secretary	Canadian Embassy Bartolome Mitre 478 BUENOS AIRES	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 33-8237
Australia (Capital Territory, New South Wales, Queensland, Northern Territory) Dependencies	J. C. Britton Commercial Counsellor for Canada	7th Floor, Berger House 82 Elizabeth Street SYDNEY	*Mail:* *P.O.* Box 3952 G P.O. *Cable:* CANADIAN *Tel.:* BW 5696
Australia (Victoria, South Australia, Western Australia, Tasmania)	T. G. Major (absent) Commercial Counsellor for Canada H. S. Hay Acting Commercial Secretary	83 William Street MELBOURNE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* MU 4716
Austria Czechoslovakia, Hungary	R. K. Thomson Commercial Secretary for Canada	Opernringhof Opernring 1 VIENNA I	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 34-55-54
Belgian Congo Angola, French Equatorial Africa	K. Nyenhuis Canadian Government Trade Commissioner	Forescom Building LEOPOLDVILLE 1	*Mail:* Boîte Postale 8341 *Cable:* CANADIAN *Tel.:* 2706
Belgium Luxembourg	L. H. Ausman Commercial Counsellor K. G. Ramsay Commercial Secretary J. R. Roy Assistant Commercial Secretary	Canadian Embassy 35 rue de la Science BRUSSELS	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 11-33-88
Brazil	V. L. Chapin Commercial Secretary C. M. Kerr Assistant Commercial Secretary	Canadian Embassy Edificio Metropole Av. Presidente Wilson 165 RIO DE JANEIRO	*Mail:* Caixa Postal 2164 *Cable:* CANADIAN *Tel.:* 42-4140
Brazil	C. E. Butterworth Consul and Trade Commissioner Vice Consul and Assistant Trade Commissioner	Canadian Consulate Edificio Alois Rua 7 de Abril 252 SAO PAULO	*Mail:* Caixa Postal 6034 *Cable:* CANADIAN *Tel.:* 36-6301
Ceylon	W. R. Van Commercial Secretary	Office of the High Commissioner for Canada 6 Gregory's Road Cinnamon Gardens COLOMBO	*Mail:* P.O. Box 1006 *Cable:* CANADIAN *Tel.:* 91341
Chile	H. M. Maddick Commercial Secretary	Canadian Embassy 6th Floor Av. General Bulnes, 129 SANTIAGO	*Mail:* Casilla 771 *Cable:* CANADIAN *Tel.:* 64189
Colombia Ecuador	P. A. Savard Commercial Secretary and Consul	Canadian Embassy Avenida Jimenez No. 7-25 Office 613 BOGOTA	*Airmail:* Apartado Aereo 3562 *Surface Mail:* Apartado 1618 *Cable:* CANADIAN *Tel.:* 30-065
Cuba	G. A. Browne Commercial Secretary	Canadian Embassy Edificio Ambar Motors Avenida Menocal 16 HAVANA	*Mail:* Apartado 1945 *Cable:* CANADIAN *Tel.:* UO-9457
Denmark Greenland, Poland	C. F. Wilson Commercial Counsellor	Canadian Embassy 4 Trondhjems Plads COPENHAGEN	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Tria 1602
Dominican Republic Puerto Rico	W. B. McCullough Commercial Counsellor	Canadian Embassy Edificio Copello 408 Calle El Conde CIUDAD TRUJILLO	*Mail:* Apartado 451 *Cable:* CANADIAN *Tel.:* 8138

Territory	Officer	City Address	Mail and Cables, Office Telephone
Dominican Republic—*con.*	J. J. B. Mountain Assistant Commercial Secretary (Fisheries)		
Egypt Aden, Sudan, Cyprus, Ethiopia, Saudi Arabia, Yemen	D. S. Armstrong Commercial Secretary	Canadian Embassy 6 Sharia Rouston Pasha Garden City CAIRO	*Mail:* Kasr el Doubara Post Office *Cable:* CANADIAN *Tel.:* 23110
France Algeria, French West Africa, Morocco, Tangier, Tunisia	R. Campbell Smith Commercial Counsellor J. H. Bailey Commercial Secretary	Canadian Embassy, 35 Avenue Montaigne, PARIS 8e	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* BALzac 99-55
Germany Federal Republic	J. A. Stiles Commercial Counsellor S. G. Barkley Commercial Secretary Commercial Secretary	Canadian Embassy 22 Zitelmannstrasse BONN	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Bonn 21971
Germany	E. H. Maguire Consul J. M. T. Thomas Vice Consul	Canadian Consulate 69 Ferdinandstrasse HAMBURG	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 326149
Ghana Gambia, Nigeria, Sierra Leone	M.B. Bursey Commercial Counsellor	Office of the High Commissioner for Canada E 115/3 Dodowah Road ACCRA	*Mail:* P.O. Box 1639 *Cable:* CANADIAN *Tel.:* 4824
Greece Israel, Turkey	A. B. Brodie Commercial Secretary L. D. R. Dyke Assistant Commercial Secretary	Canadian Embassy 31 Vassilissis Sophias Ave. ATHENS	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 74044
Guatemala Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	Wm. Van Vliet Canadian Government Trade Commissioner R. M. Dawson Assistant Trade Commissioner	5 Avenida 10-68, Zone I GUATEMALA CITY, C.A.	*Airmail:* P.O. Box 400 *Surface Mail:* P.O. Box 444 *Cable:* CANADIAN *Tel.:* 5590
***Haiti**	Chargé d'Affaires, a.i. and Consul	Canadian Embassy Route du Canape Vert St. Louis de Turgeau PORT AU PRINCE	*Mail:* P.O. Box 826
Hong Kong Cambodia, China, Laos, Vietnam, Macao Taiwan	C. M. Forsyth-Smith Canadian Government Trade Commissioner W. M. Miner Assistant Trade Commissioner T.M. Pope Assistant Trade Commissioner (attached for temporary duty)	Hong Kong and Shanghai Banking Corporation Bldg. HONG KONG	*Mail:* P.O. Box 126 *Cable:* CANADIAN *Tel.:* 28336
India	B. A. Macdonald Commercial Counsellor J. H. Nelson Assistant Commercial Secretary	Office of the High Commissioner for Canada 4 Aurangzeb Road NEW DELHI	*Mail:* P.O. Box 11 *Cable:* CANADIAN *Tel.:* 40191
India Calcutta, Madras, Goa	T. F. Harris Canadian Government Trade Commissioner W. J. Collett Assistant Trade Commissioner	Gresham Assurance House Mint Road BOMBAY	*Mail:* P.O. Box 886 *Cable:* CANADIAN *Tel.:* 255154
Indonesia	M. B. Blackwood Commercial Secretary	Canadian Embassy Djl. Budi Kemuliaan No. 6 DJAKARTA	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Gambir 1313

Territory	Officer	City Address	Mail and Cables, Office Telephone
Ireland	H. A. Gilbert Commercial Counsellor for Canada	66 Upper O'Connell St. DUBLIN	*Mail:* (City Address) *Cable:* CANADIAN *Tel.*, 44251
Italy Libya, Malta, Yugoslavia	S. G. MacDonald Commercial Counsellor K. F. Osmond Commercial Secretary J. G. Ireland Assistant Commercial Secretary	Canadian Embassy Via G. B. De Rossi 27 ROME	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 861-951
Japan South Korea	J. L. Mutter Commercial Counsellor W. G. Pybus Commercial Secretary R. G. Woolham Assistant Commercial Secretary	Canadian Embassy TOKYO	*Mail:* Canadian Embassy *Cable:* CANADIAN *Tel.:* 48-4116
Lebanon Iraq, Jordan, Persian Gulf area, Syria	C. O. R. Rousseau Commercial Secretary	Canadian Legation Alpha Building Rue Clemenceau BEIRUT	*Mail:* Boîte Postale 2300 *Cable:* CANADIAN *Tel.:* 30794
Mexico	C. J. Van Tighem Commercial Counsellor D. B. Laughton Commercial Secretary A. A. Lomas Assistant Commercial Secretary	Canadian Embassy Melchor Ocampo 463, 7th Floor MEXICO 5, D. F.	*Mail:* Apartado 25364 *Cable:* CANADIAN *Tel.:* 25-15-60
Netherlands	B. C. Butler Commercial Counsellor W. R. Hickman Commercial Secretary B. Horth Assistant Commercial Secretary	Canadian Embassy Sophialaan 5-7 THE HAGUE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 61-41-11
New Zealand Fiji, French Oceania, Western Samoa	J. MacNaught Acting Commercial Secretary	Office of the High Commissioner for Canada Government Life Insurance Bldg. WELLINGTON	*Mail:* P.O. Box 1660 *Cable:* CANADIAN *Tel.:* 70-644
Norway Iceland	J. C. Depocas Commercial Counsellor	Canadian Embassy Fridtjof Nansens Plass 5 OSLO	*Mail:* P.O. Box 1379—Vika *Cable:* CANADIAN *Tel.:* 33-30-80
Pakistan Afghanistan, Iran	H. J. Horne Commercial Secretary J. D. Blackwood Assistant Commercial Secretary	Office of the High Commissioner for Canada Hotel Metropole, Victoria Rd. KARACHI	*Mail:* P.O. Box 3703 *Cable:* CANADIAN *Tel.:* 50322
Peru Bolivia	D. H. Cheney Commercial Secretary L. D. Burke Assistant Commercial Secretary	Canadian Embassy Edificio Boza, Carabaya 831 Plaza San Martin, LIMA	*Mail:* Casilla 1212 *Cable:* CANADIAN *Tel.:* 72760
Philippines	H. L. E. Priestman Consul General and Trade Commissioner W. J. Jenkins Vice Consul and Assistant Trade Commissioner	Canadian Consulate General Ayala Building Juan Luna Street MANILA	*Mail:* P.O. Box 1825 *Cable:* CANADIAN *Tel.:* 3-33-35
Portugal Azores, Cape Verde Islands, Madeira, Portuguese Guinea	Richard Grew Commercial Counsellor	Canadian Embassy Rua Marques de Fronteira No. 8—4° D° LISBON	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 53117

Territory	Officer	City Address	Mail and Cables, Office Telephone
Rhodesia and Nyasaland Kenya, Seychelles Is., Tanganyika, Uganda, Zanzibar	L. S. Glass Canadian Government Trade Commissioner	Offices 110-113 Central Africa House Corner First St./Gordon Ave. SALISBURY	*Mail:* P.O. Box 2133 *Cable:* CANTRACOM *Tel.:* 26571
Singapore Brunei, Burma, Federation of Malaya, North Borneo, Sarawak, Thailand	M. P. Carson (absent) Canadian Government Trade Commissioner W. G. Huxtable Acting Trade Commissioner B. C. Steers Assistant Trade Commissioner	Rooms 4, 5 and 6 American International Building Robinson Road and Telegraph St. SINGAPORE	*Mail:* P.O. Box 845 *Cable:* CANADIAN *Tel.:* 30631-2
South Africa (Natal, Transvaal, Orange Free State), Madagascar, Mauritius, Mozambique, Reunion	K. F. Noble Canadian Government Trade Commissioner I. V. Macdonald Assistant Trade Commissioner	Mutual Building Harrison Street JOHANNESBURG	*Mail:* P.O. Box 715 *Cable:* CANTRACOM *Tel.:* 33-2628
South Africa (Cape Province), St. Helena, Southwest Africa	M. R. M. Dale Canadian Government Trade Commissioner	602 Norwich House The Foreshore CAPE TOWN	*Mail:* P.O. Box 683 *Cable:* CANTRACOM *Tel.:* 2-5134/5
Spain Balearic Islands, Canary Islands, Gibraltar, Rio Muni, Rio de Oro	M. T. Stewart Commercial Counsellor	Canadian Embassy Edificio España Avenida de Jose Antonio 88, MADRID	*Mail:* Apartado 117 *Cable:* CANADIAN *Tel.:* 47-54-00
Sweden Finland	A. P. Bissonnet Commercial Secretary	Canadian Embassy Strandvagen, 7-C STOCKHOLM	*Mail:* P.O. Box 14042 *Cable:* CANADIAN *Tel.:* 67-92-15
Switzerland	B. I. Rankin Commercial Counsellor N. W. Boyd Assistant Commercial Secretary	Canadian Embassy Kirchenfeldstrasse 88 BERNE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 4-63-81
United Kingdom (South of England, East Anglia, Scotland)	H. L. Brown Minister (Commercial) G. H. Rochester Commercial Counsellor (Timber) D. A. B. Marshall Agricultural Counsellor W. Gibson-Smith Commercial Secretary S. G. Tregaskes Commercial Secretary	Office of the High Commissioner for Canada Canada House Trafalgar Square LONDON, S.W.1	*Mail:* (City Address) *Cable:* SLEIGHING *Tel.:* Whitehall 8701 *Cable:* TIMCOM
United Kingdom (Midlands, North England, Wales)	A. W. Evans Canadian Government Trade Commissioner	Martins Bank Building Water Street LIVERPOOL	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Central 0625
United Kingdom (Northern Ireland)	H. A. Gilbert Canadian Government Trade Commissioner	36 Victoria Square BELFAST	*Mail:* (City Address) *Tel.:* 21867
United States Delaware, Maryland, Virginia, West Virginia	Dr. W. C. Hopper Minister (Commercial) Wm. Jones Commercial Secretary W. A. Stewart Assistant Commercial Secretary	Canadian Embassy 1746 Massachusetts Ave., N.W. WASHINGTON 6, D.C.	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* DEcatur 2-1011
United States (Connecticut, New Jersey, Pennsylvania, New York), Bermuda, Liberia	S. V. Allen Deputy Consul General (Commercial) C. R. Gallow Consul and Trade Commissioner H. E. Lemieux Consul and Trade Commissioner	Canadian Consulate General 620 Fifth Ave NEW YORK CITY 20	*Mail:* (City Address) *Cable:* CANTRACOM *Tel.:* JUdson 6-2400

Territory	Officer	City Address	Mail and Cables, Office Telephone
United States (Massachusetts, Maine, Rhode Island, Vermont, New Hampshire)	F. B. Clark Consul and Trade Commissioner	Canadian Consulate General 532 Little Building 80 Boylston Street BOSTON 16	*Mail:* (City Address) *Tel.:* HAncock 6-4320
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Nebraska, Kentucky, Missouri)	R. F. Renwick Consul and Trade Commissioner G. F. J. Osbaldeston Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 111 North Wabash Avenue CHICAGO	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* RAndolph 6-6033
United States (Michigan, Ohio)	M. J. Vechsler Consul and Trade Commissioner J. R. Midwinter Vice Consul and Assistant Trade Commissioner R. A. Bull Assistant Trade Commissioner	Canadian Consulate 1139 Penobscot Building DETROIT 26	*Mail:* (City Address) *Tel.:* WOodward 5-2811
United States California (the ten southern counties), Clark County in Nevada, Arizona, New Mexico	T.M. Burns Consul and Trade Commissioner	Canadian Consulate General 510 West Sixth Street LOS ANGELES 14	*Mail:* (City Address) *Tel.:* VAndike 2233
United States (Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	C. T. Charland Vice Consul and Acting Trade Commissioner	Canadian Consulate General 215-217 International Trade Mart NEW ORLEANS 12	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* JAckson 5-2136
*United States California, (except the ten southern counties), Wyoming, Nevada (except Clark County), Utah, Colorado, Hawaii	Consul General	Canadian Consulate General 3rd Floor, Kohl Building 400 Montgomery Street SAN FRANCISCO 4	*Mail:* (City Address) *Tel.:* SUtter 1-3039
*United States (Oregon, Idaho, Washington, Montana), Alaska	Consul General	Canadian Consulate General The Tower Building Seventh Avenue at Olive Way SEATTLE 1, Washington	*Mail:* (City Address) *Tel.:* MUtual 3515
Uruguay Paraguay Falkland Islands	C. B. Birkett Commercial Counsellor	Canadian Embassy No. 1409 Avenida Agraciada Piso 7° MONTEVIDEO	*Mail:* Casilla Postal 852 *Cable:* CANADIAN *Tel.:* 96096
Venezuela Netherlands Antilles	R. E. Gravel Commercial Counsellor W. G. Brett Assistant Commercial Secretary R. D. Sirrs Assistant Commercial Secretary	Canadian Embassy Edificio Pan American Avenida Urdaneta Puente Urapal, Candelaria CARACAS	*Mail:* Apartado 9277 *Cable:* CANADIAN *Tel.:* 54-3431
West Indies (Barbados, Tobago, Trinidad, Windward and Leeward Islands) British Guiana, French Guiana, Surinam, Guadeloupe, Martinique	R. G. C. Smith Commissioner for Canada P. T. Eastham Assistant Trade Commissioner	Colonial Building 72 South Quay PORT-OF-SPAIN	*Mail:* P.O. Box 125 *Cable:* CANADIAN *Tel.:* 34787
West Indies (Jamaica) Bahamas, British Honduras	H. E. Campbell Canadian Government Trade Commissioner M. S. Strong Assistant Trade Commissioner	Barclays Bank Building King Street KINGSTON	*Mail:* P.O. Box 225 *Cable:* CANADIAN *Tel.:* 2858

The following nominal quotations may prove useful in checking prices. Canadian traders should consult their banks before making any firm commitments.

Conversions into Canadian dollar equivalent and units of foreign currency per Canadian dollar have been made at cross rates with sterling or the United States dollar on the date shown.

Except when buying and selling rates are specified, the mid rates only are quoted. The buying rate is that at which banks purchase exchange from exporters. The selling rate is that at which banks sell exchange to importers.

When several rates are indicated, the rate applicable depends on the commodity traded. Information on the rate for any specific commodity may be obtained from the International Trade Relations Branch, Department of Trade and Commerce, Ottawa.

Rates used exclusively in non-merchandise trading are *not* included in the table.

For conversion to United States dollar equivalent multiply by 1.02466.

foreign exchange rates

Country	Unit	Type of Exchange	Can. dollar equivalent March 28	Units per Canadian dollar	Notes (see below)
Argentina	Peso	Official	.05422	18.44	(1)
		Free	.02468	40.52	
Austria	Schilling		.03754	26.64	
Australia	Pound		2.1988	.4548	
Belgium, Belgian Empire and Luxembourg	Franc		.01956	51.12	
Bolivia	Boliviano	Free	.0001100	9090.9	
British West Indies	Dollar		.5726	1.75	(2)
	Pound		2.7484	.3638	(3)
British Honduras	Dollar		.6871	1.46	
Brazil	Cruzeiro	General Category*	.007492	133.48	*Feb. 26 (4)
		Special Category	.003202	312.34	
		Official buying	.05316	18.81	
Burma	Kyat		.2049	4.88	
Ceylon	Rupee		.2061	4.85	
Chile	Peso	Free	.001439	694.93	(5)
Colombia	Peso	Certificate	.1599	6.25	
Costa Rica	Colon	Official	.1738	5.75	
		Controlled free	.1471	6.80	
Cuba	Peso		.9759	1.02	tax 2%
Czechoslovakia	Koruna		.1355	7.38	
Denmark	Krone		.1413	7.08	
Dominican Republic	Peso		.9759	1.02	
Ecuador	Sucre	Official	.06507	15.37	
		Free	.06050	16.53	
Egypt	Pound	Official	2.8025	.3568	(6)
El Salvador	Colon		.3904	2.56	
Fiji	Pound		2.4761	.4039	
Finland	Markka		.003050	327.87	
France, Monaco and North Africa	Franc		.002324	430.29	(7)
French colonies in Africa	Franc		.004648	215.15	(8)
French Pacific	Franc		.01278	78.25	(9)
Germany	D Mark		.2323	4.30	
Ghana	Pound		2.7484	.3638	
Greece	Drachma		.03253	30.74	
Guatemala	Quetzal		.9759	1.02	
Haiti	Gourde		.1952	5.12	
Honduras	Lempira		.4880	2.05	
Hong Kong	Dollar	Free*	.1672	5.98	*March 14
		Official	.1718	5.82	
Iceland	Krona	Official	.05993	16.69	(6)
India	Rupee		.2061	4.85	
Indonesia	Rupiah	Effective buying	.03544	28.22	*March 14 (6)
		Effective selling	.02834	35.28	
Iran	Rial	Certificate	.01288	77.62	
Iraq	Dinar		2.7326	.3660	
Ireland	Pound		2.7484	.3638	
Israel	Pound		.5422	1.84	

*Latest available quotation date.

Country	Unit	Type of Exchange	Can. dollar equivalent March 28	Units per Canadian dollar	Notes (see below)
Italy	Lira		.001567	638.16	
Japan	Yen		.002711	368.87	
Lebanon	Pound	Free	.3088	3.24	
Mexico	Peso		.07808	12.81	
Netherlands	Florin		.2573	3.89	
Netherlands Antilles	Florin		.5185	1.93	
New Zealand	Pound		2.7484	.3638	
Nicaragua	Cordoba	Effective buying	.1479	6.76	
		Official selling	.1385	7.22	
Norway	Krone		.1366	7.32	
Pakistan	Rupee		.2061	4.85	
Panama	Balboa		.9759	1.02	
Paraguay	Guarani	Official	.008917	112.15	
Peru	Sol	Certificate	.04339	23.05	
Philippines	Peso		.4880	2.05	
Portugal & Colonies	Escudo		.03406	29.36	(10)
Singapore and Malaya	Straits dollar		.3207	3.12	
Spain and Dependencies	Peseta	Controlled free	.02324	43.03	(6)
Sweden	Krona		.1887	5.30	
Switzerland	Franc		.2278	4.39	
Syria	Pound	Free	.2725	3.67	
Thailand	Baht	Free	.04733	21.13	(6)
Turkey	Lira		.3485	2.87	
Union of South Africa	Pound		2.7484	.3638	
United Kingdom	Pound		2.7484375	.363843	
United States	Dollar		.9759375	1.02466	
Uruguay	Peso	Free	.1732	5.77	
		Basic buying	.6410	1.56	
		Principal selling	.4651	2.15	(6)
Venezuela	Bolivar		.2913	3.43	
Yugoslavia	Dinar		.003253	307.41	(6)

*Latest available quotation date.

notes

1. Argentina: additional rates result from exchange retentions on export proceeds and surcharges on imports.
2. Barbados, Trinidad, Tobago, Leeward and Windward Islands, British Guiana.
3. Bahamas, Bermuda, Jamaica.
4. Brazil: Exporters receive cruzeiros at official rate plus exchange premiums ranging from 18.70 to 48.64 cruzeiros per U.S. dollar, depending on product.
5. Chile: free rate applies to exports and to imports, except prohibited imports. Chilean importers must deposit local currency in amounts ranging from 5 to 200 per cent, depending on product, prior to shipment of goods.
6. Additional rates are in effect.
7. France: Territory includes Algeria, Tunisia, Morocco, Guiana, Guadeloupe, Martinique.
8. Equatorial Africa, West Africa, Cameroons, Togoland, Somaliland, Madagascar, Reunion, St. Pierre and Miquelon.
9. New Caledonia, New Hebrides, Oceania.
10. Portugal: approximately same rate for Portuguese Territories in Africa.

Businessman's Bookshelf

The World Dollar Problem

By Donald MacDougall. 622 pages. $12.50.

SIR Donald MacDougall has in this volume made a further and important contribution to the study of the dollar problem. It is primarily an academic study, but the inclusion of chapter digests is of considerable assistance to the non-professional reader.

In brief, the thesis of the book is that the dollar problem, temporarily eased, could at a time of economic downturn in the United States once more become unmanageable unless far-reaching remedies are to hand. The occurrence of such downturns is likely—in fact, more likely than it has been, at least in the postwar period.

The analysis of the historical problem of the U.S. balance of international payments and indeed international economics in general (which is a subtitle of this work) is perhaps more impressive than the proposals that the author makes to counteract a renewal of a critical drain on non-U.S. hard currency holdings.

This is natural because his proposals involve, at least in theory, a degree of enlightenment that seems unreal to the reader and even sometimes to the writer.

Nevertheless this book will prove indispensable to anyone concerned with the functioning and the future of world trade. It is painstakingly researched and thoughtfully prophetic.

Published by: The Macmillan Co. of Canada Ltd., 70 Bond Street, Toronto, Ontario.

Kenya 1956

Colonial Report. 161 pages. $1.35.

STEADY though not spectacular progress towards recovery from the Mau Mau emergency highlighted 1956 in Kenya. The final quashing of terrorist activities had a marked effect on all fields of work and the easing of social tensions released the brake on the colony's steadily expanding economy. Agriculture, Kenya's mainstay, picked up with the greater flow of farm labour and easier movement between centres, and exports of agricultural products in 1956 reached £ 25.4 million, almost 85 per cent of total exports.

Imports from Canada in 1956 amounted to only .25 per cent of total imports, but businessmen looking for markets abroad should consider Kenya's potential as a buyer of paper, fertilizers, cement, iron and steel, and agricultural implements. This Report is recommended as a useful and authoritative reference on what may prove to be a valuable overseas market once the dollar shortage eases.

Order from: The United Kingdom Information Office, 119 Adelaide Street West, Toronto, Ontario.

Britain: an Official Handbook

Central Office of Information. 499 pages. $1.97 (paperbound), $3.92 (cloth).

WHEN in 1954 the Central Office of Information decided to issue this *Handbook* every year and place it on sale throughout the world, it earned the gratitude of everyone looking for facts and figures on present-day Britain.

The amount of information packed into 500 pages means that the type has to be small, but it is readable and well broken up with useful headings. The 50 photographs, maps and diagrams add interest and variety.

Businessmen will find the sections on the national economy, trade, industry, finance, and transport and communications especially useful. Outside this field, the *Handbook* can yield answers in short order to queries as diverse as the amount of rainfall in the south of England, the circulation of the leading national newspapers, the strength of the British Civil Service, and the current rate of national insurance contributions and benefits.

The 37-page bibliography includes some 1957 titles and is conveniently arranged under chapter headings.

Order from: United Kingdom Information Offices in Quebec City, Montreal, Ottawa, Toronto or Vancouver.

THE CHICAGO PUBLIC LIB.,
DOCUMENTS DEPT.,
78 EAST WASHINGTON ST.,
CHICAGO 2,ILL.U.S.A.
IC7329 12-57 FT.S.

Edmond Cloutier
QUEEN'S PRINTER

If undelivered return to:
The Queen's Printer, Ottawa, Canada